

FIG. 1A

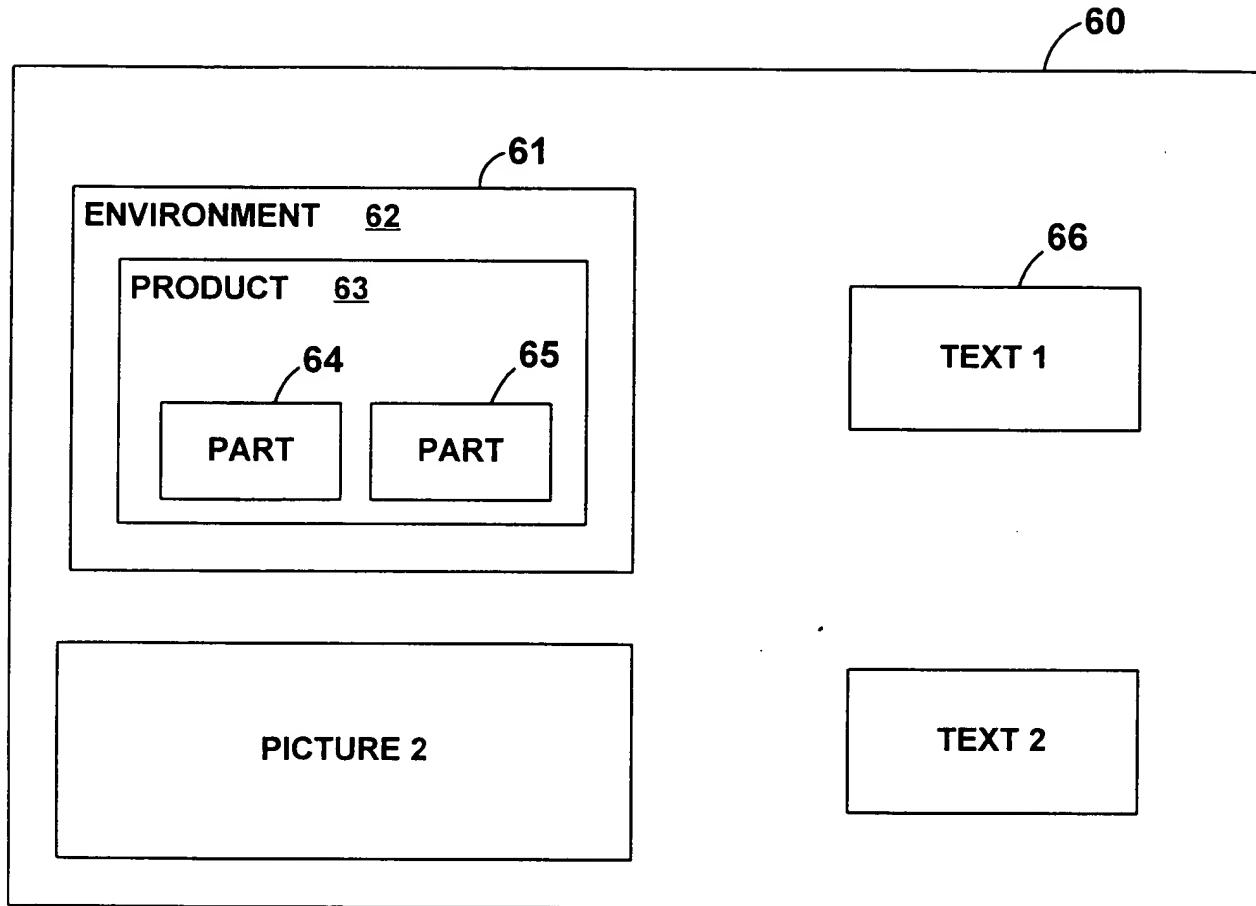


FIG. 1B



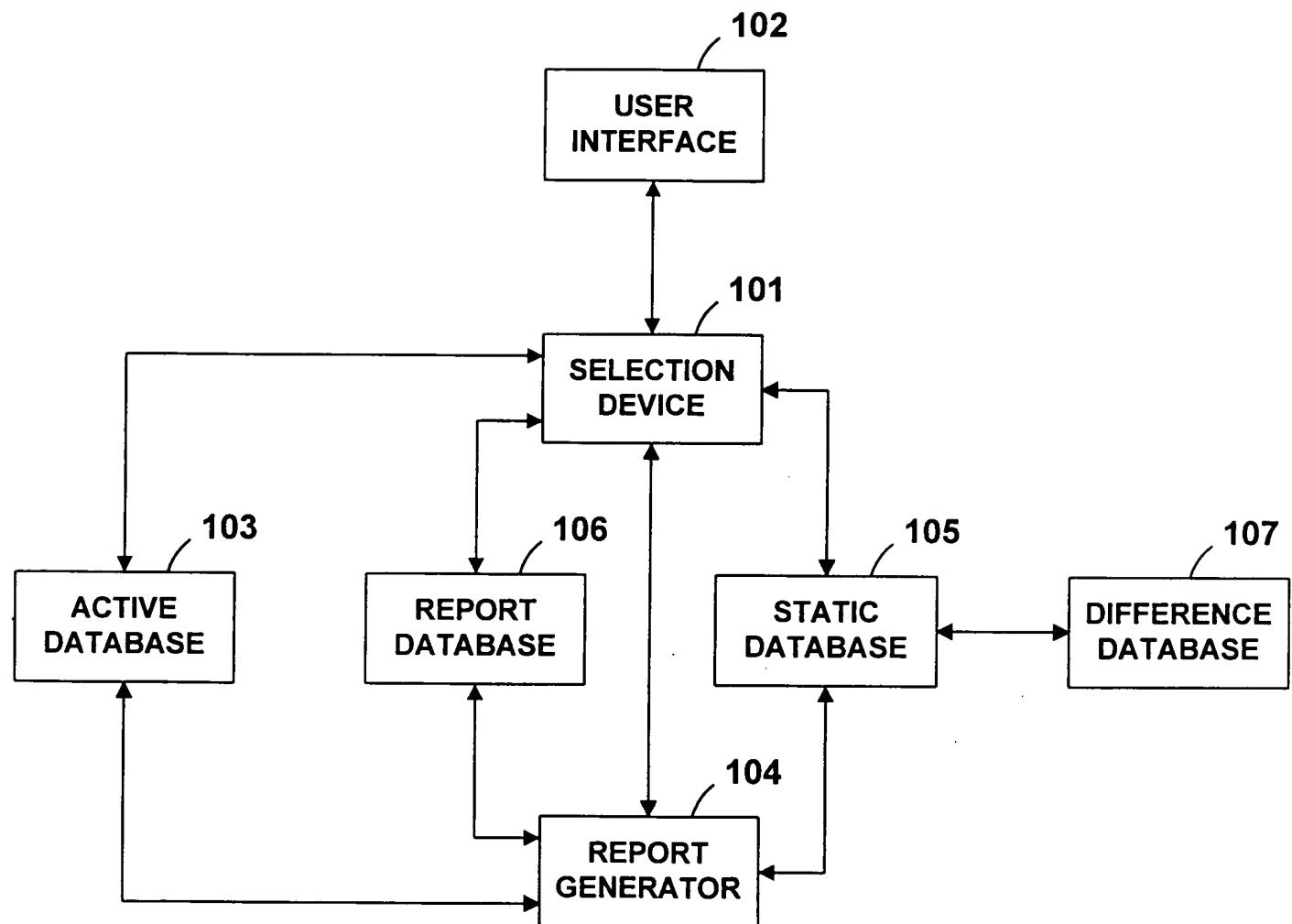


FIG. 2

ACTIVE DATABASE 103

A CUSTOMIZED DATA
116

A CUSTOMIZED DATABASE
114

A PROPOSAL DATA
112

A PROPOSAL
110

FIG. 3

4/43

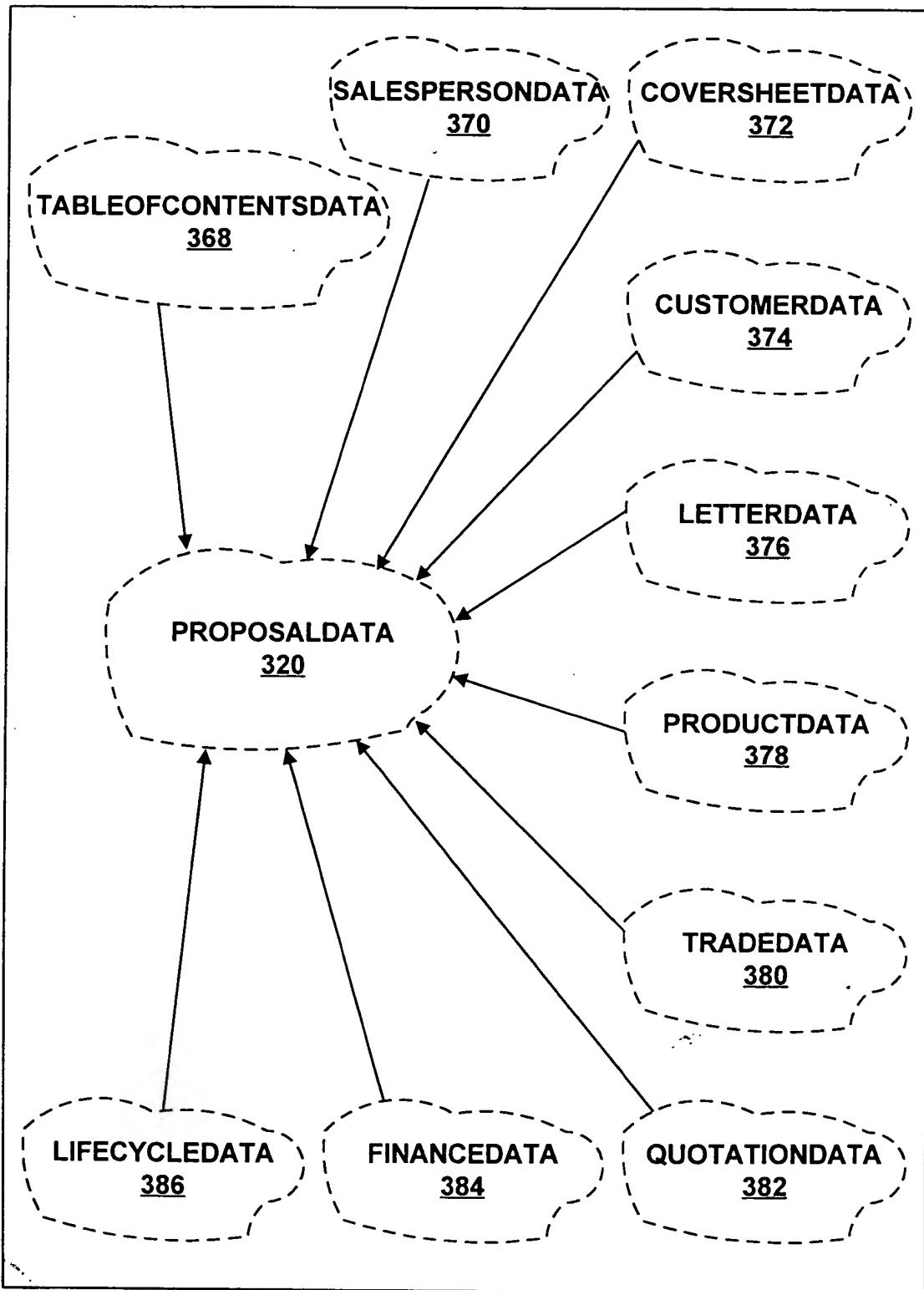


FIG. 4

A TABLEOFCONTENTS DATA 130

A PAGEDESCRIPTION RECORD
314

FIG. 5



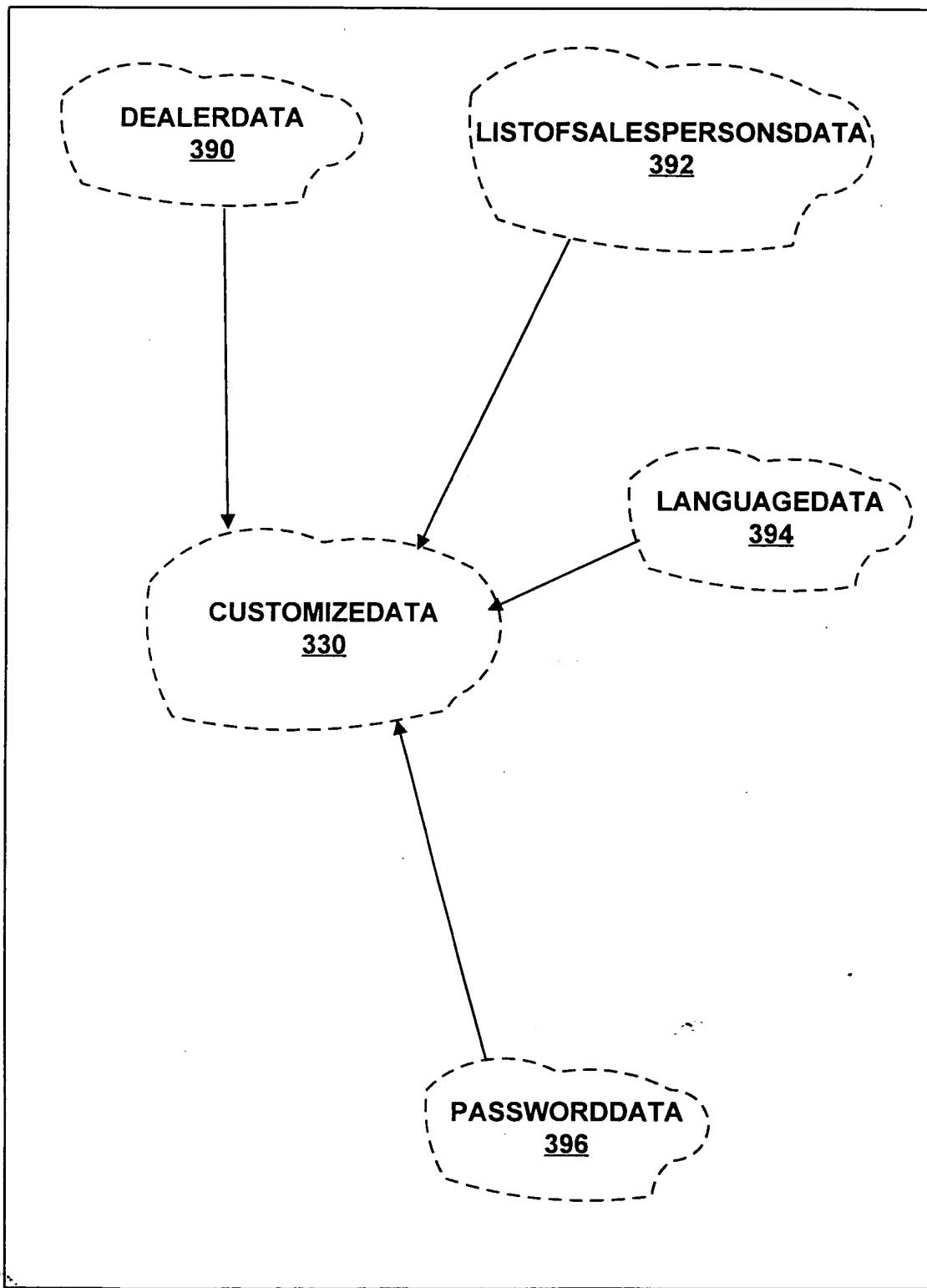


FIG. 6

USER INTERFACE 102

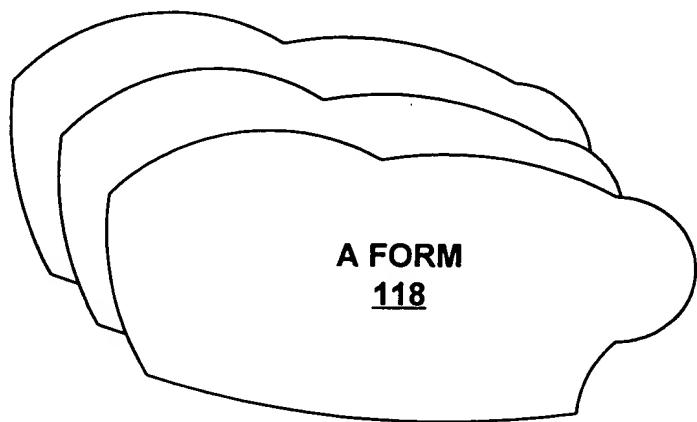


FIG. 7

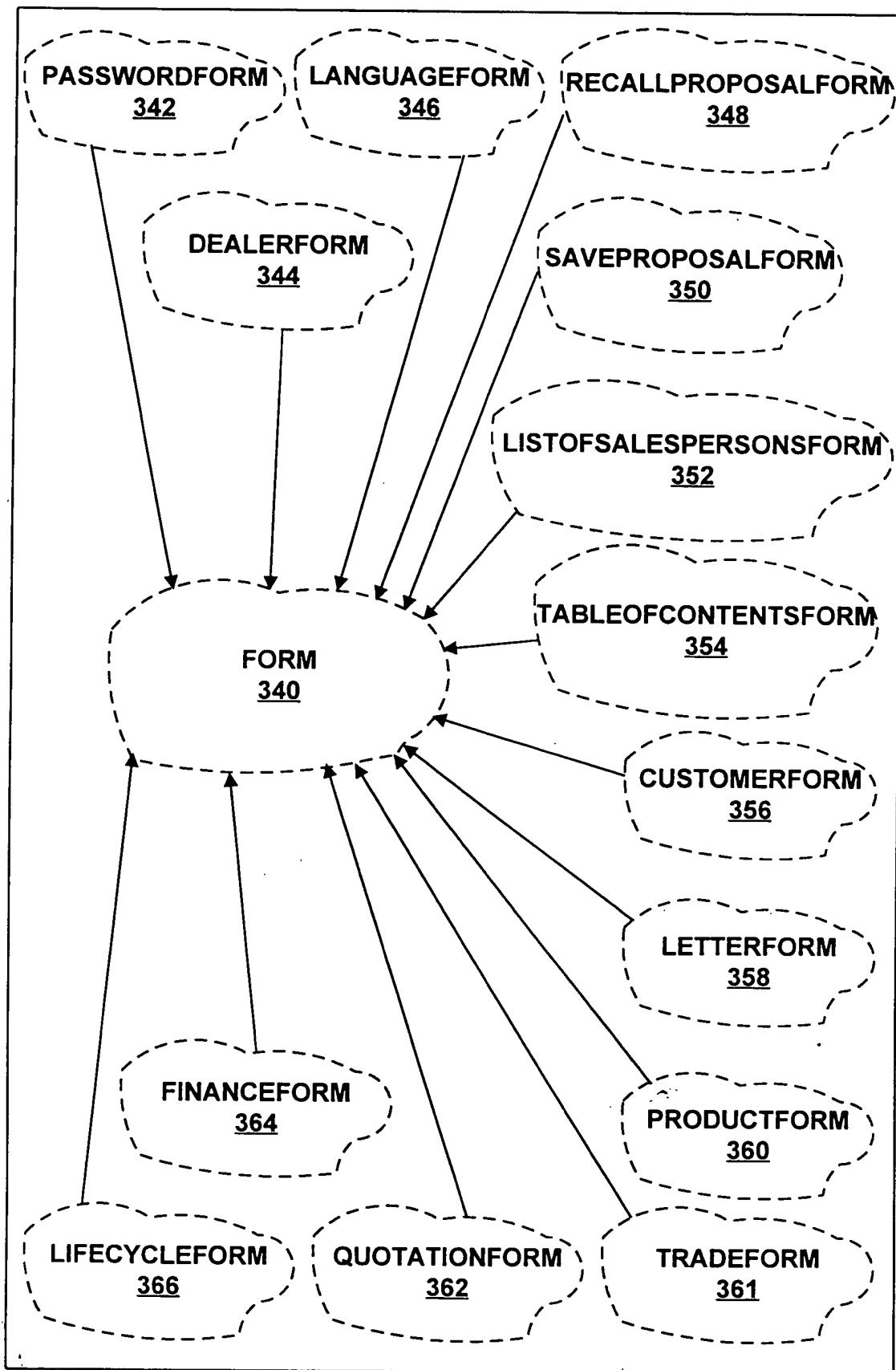


FIG. 8

STATIC DATABASE

- ENVIRONMENT PICTURES** ~ 122
- ENVIRONMENT TEXT** ~ 124
- PRODUCT PICTURES** ~ 126
- PRODUCT TEXT** ~ 128
- PRODUCT SPECIFICATIONS** ~ 121
- PERFORMANCE SPECIFICATIONS** ~ 123
- PRICE SPECIFICATIONS** ~ 125
- TRADEMARK PICTURES** ~ 127
- LIFE CYCLE SPECIFICATIONS** ~ 129
- PRODUCT DESCRIPTIONS** ~ 131

FIG. 9

104

PROCESSES AND GENERATES A CUSTOMIZED PRINTED PROPOSAL 262

QUERIES ACTIVE DATABASE 264
QUERIES STATIC DATABASE 266
READS PAGE DESCRIPTION RECORDS 268
READS PAGE LAYOUT IDENTIFIERS 270
LOCATES AND RETRIEVES ACTIVE DATA 272
LOCATES AND RETRIEVES STATIC DATA 274
PLACES DATA IN FIELDS ON PAGES 276
PRINTS IN PLURALITY OF COLORS 278
DEALER PERSONALIZATION 280
CUSTOMER PERSONALIZATION 282
LINKS PAGE IDENTIFIERS WITH DATA 285
QUERIES REPORT DATABASE 265
QUERIES DIFFERENCE DATABASE 267

FIG. 10



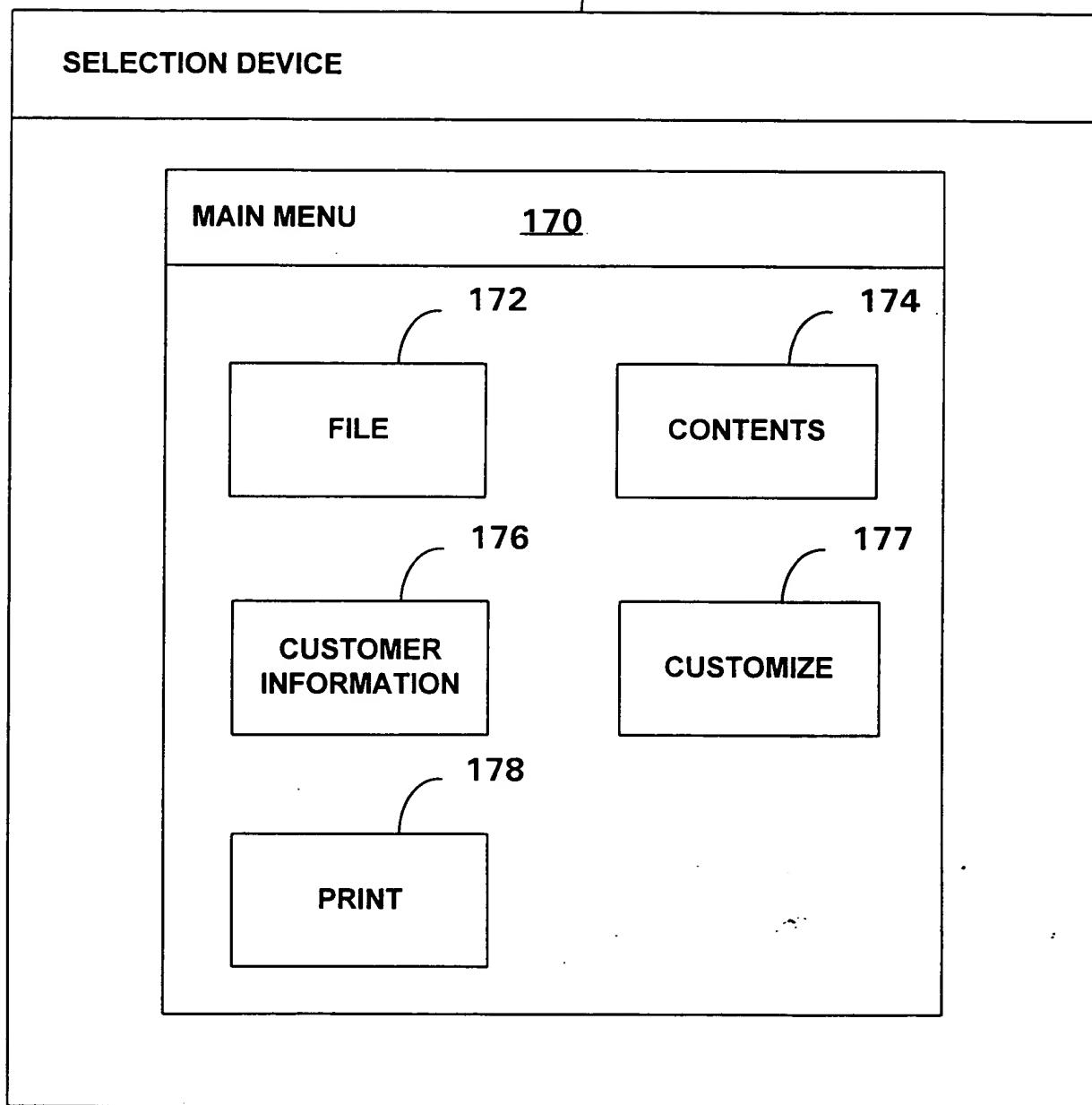
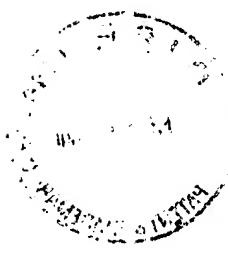


FIG. 11

170

MAIN MENU	
FILE ~ 172	CONTENTS ~ 174
NEW PROPOSAL ~ 186	TABLE OF CONTENTS ~ 196
RECALL PROPOSAL ~ 188	
SAVE PROPOSAL ~ 190	
CUSTOMER INFORMATION ~ 176	
CUSTOMER ~ 198	CUSTOMIZE ~ 177
LETTER ~ 202	PASSWORDS ~ 224
STD. & OPT. EQUIP. ~ 204	DEALER NAME ~ 226
TRADE ~ 206	DEALER INFORMATION ~ 228
QUOTATION ~ 208	INTERNATIONAL ~ 234
PAYMENT SCHED. & TERMS ~ 210	
ECONOMICS ~ 212	
	PRINT ~ 178
	PROPOSAL ~ 218

FIG. 12



CONTENTS	
TABLE OF CONTENTS	CURRENT PUBLICATION
INTRODUCTION ~ 236	260
COVER PAGE ~ 250	
TABLE OF CONTENTS ~ 252	
LETTER ~ 254	
PRODUCT INFORMATION ~ 238	
FEATURES & BENEFITS ~ 256	
SPECIFICATIONS ~ 258	
PERFORMANCE ~ 240	
TRADE ~ 242	
QUOTATION & SIGNATURE ~ 244	
PAYMENT SCHED. & TERMS ~ 246	
ECONOMICS ~ 248	

FIG. 13



DIFFERENCE DATABASE

- ENVIRONMENT PICTURES** ~ 122
- ENVIRONMENT TEXT** ~ 124
- PRODUCT PICTURES** ~ 126
- PRODUCT TEXT** ~ 128
- PRODUCT SPECIFICATIONS** ~ 121
- PERFORMANCE SPECIFICATIONS** ~ 123
- PRICE SPECIFICATIONS** ~ 125
- TRADEMARK PICTURES** ~ 127
- LIFE CYCLE SPECIFICATIONS** ~ 129
- PRODUCT DESCRIPTIONS** ~ 131

FIG. 14

106

REPORT DATABASE

PAGE LAYOUTS ~ 120

FIG. 15



USER INTERFACE
FORM OBJECTS

A FINANCEFORM
296

A LETTERFORM
288

A LIFECYCLEFORM
298

A PASSWORDFORM
300

A TABLEOFCONTENTSFORM
284

A PRODUCTFORM
290

A LISTOFSALESPERSONSFORM
310

A DEALERFORM
302

A RECALLPROPOSALFORM
306

A TRADEFORM
292

A LANGUAGEFORM
304

A SAVEPROPOSALFORM
308

A QUOTATIONFORM
294

A CUSTOMERFORM
286

FIG. 16

ACTIVE DATABASE
DATA OBJECTS

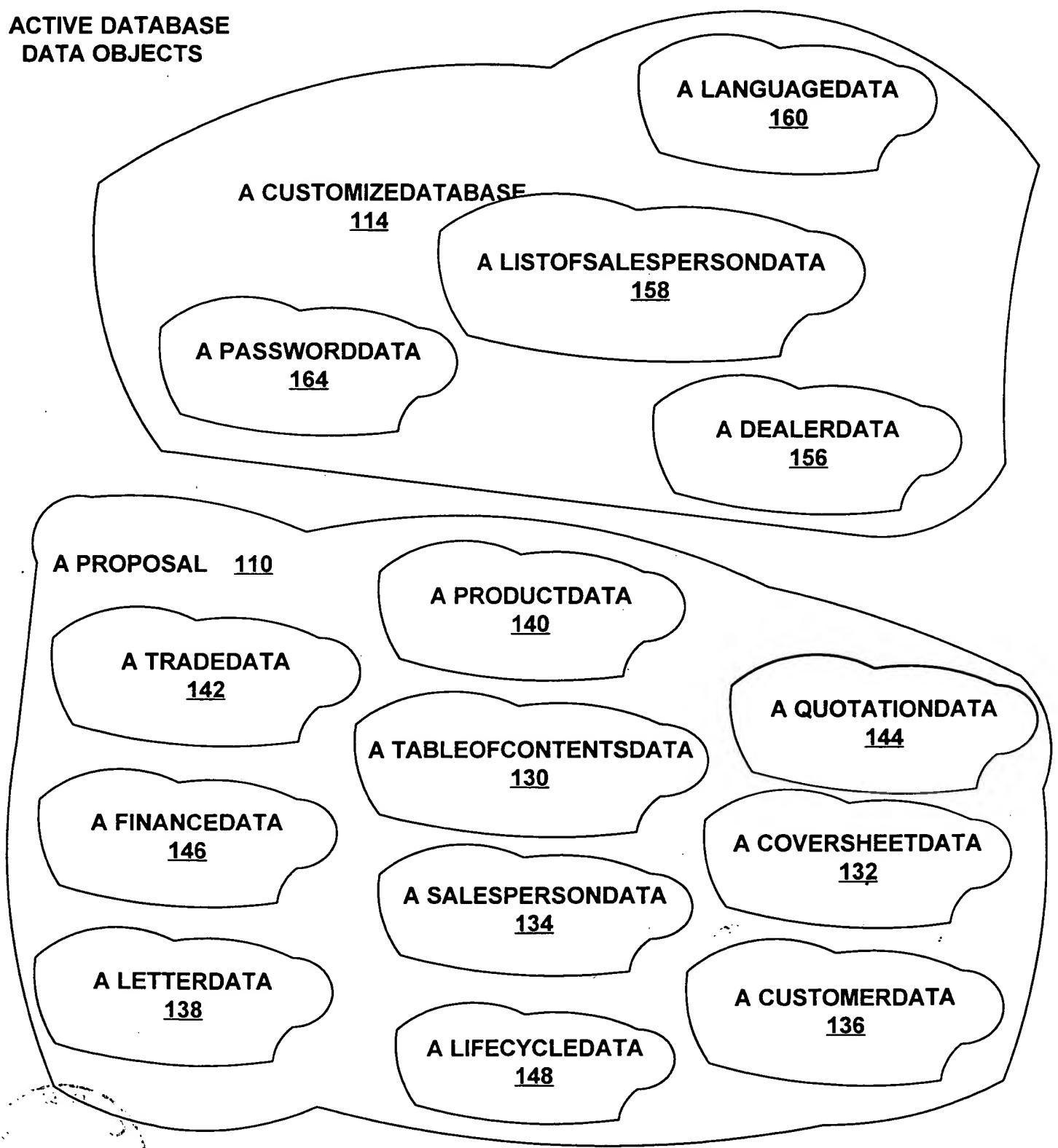


FIG. 17

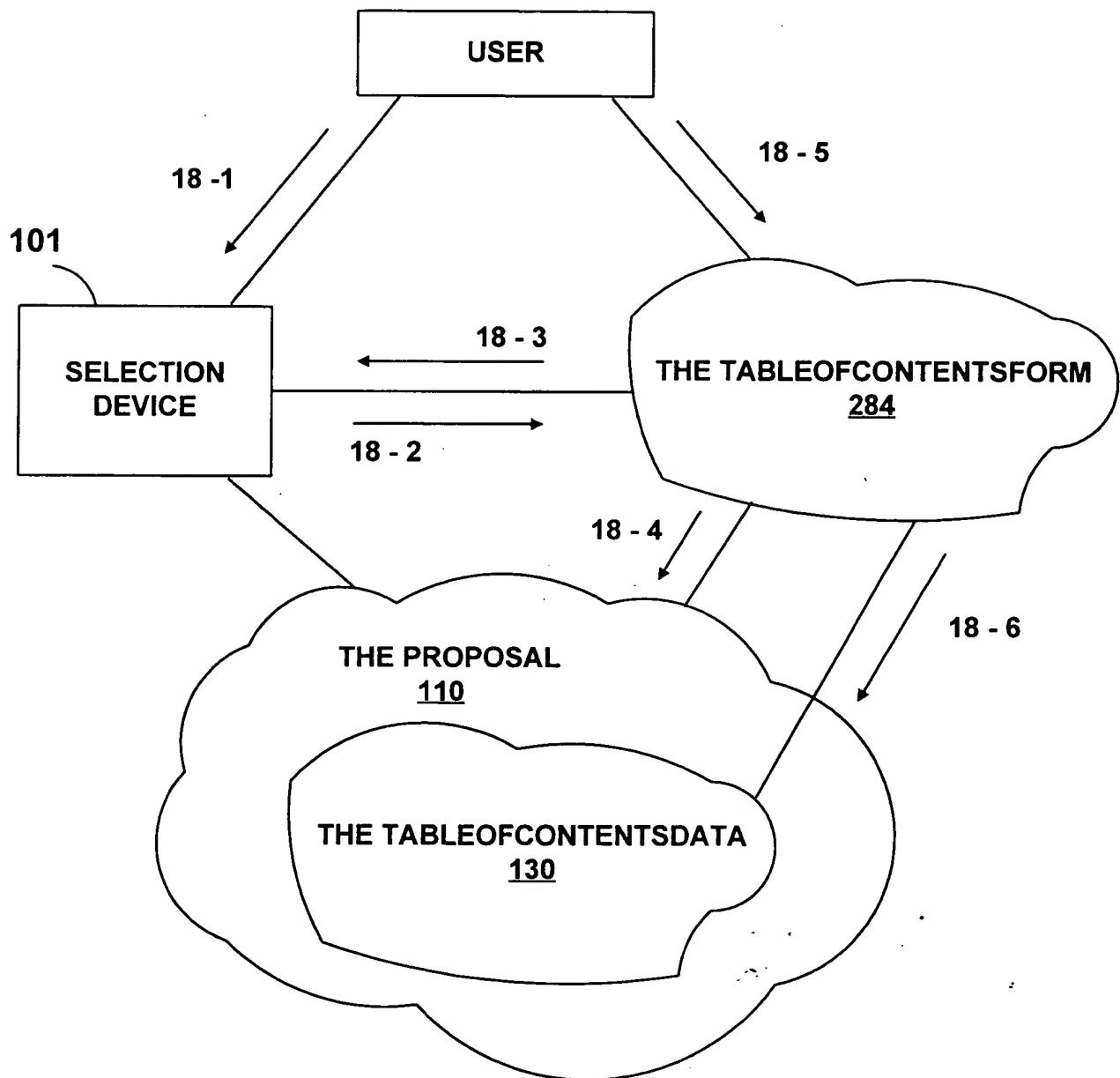


FIG. 18

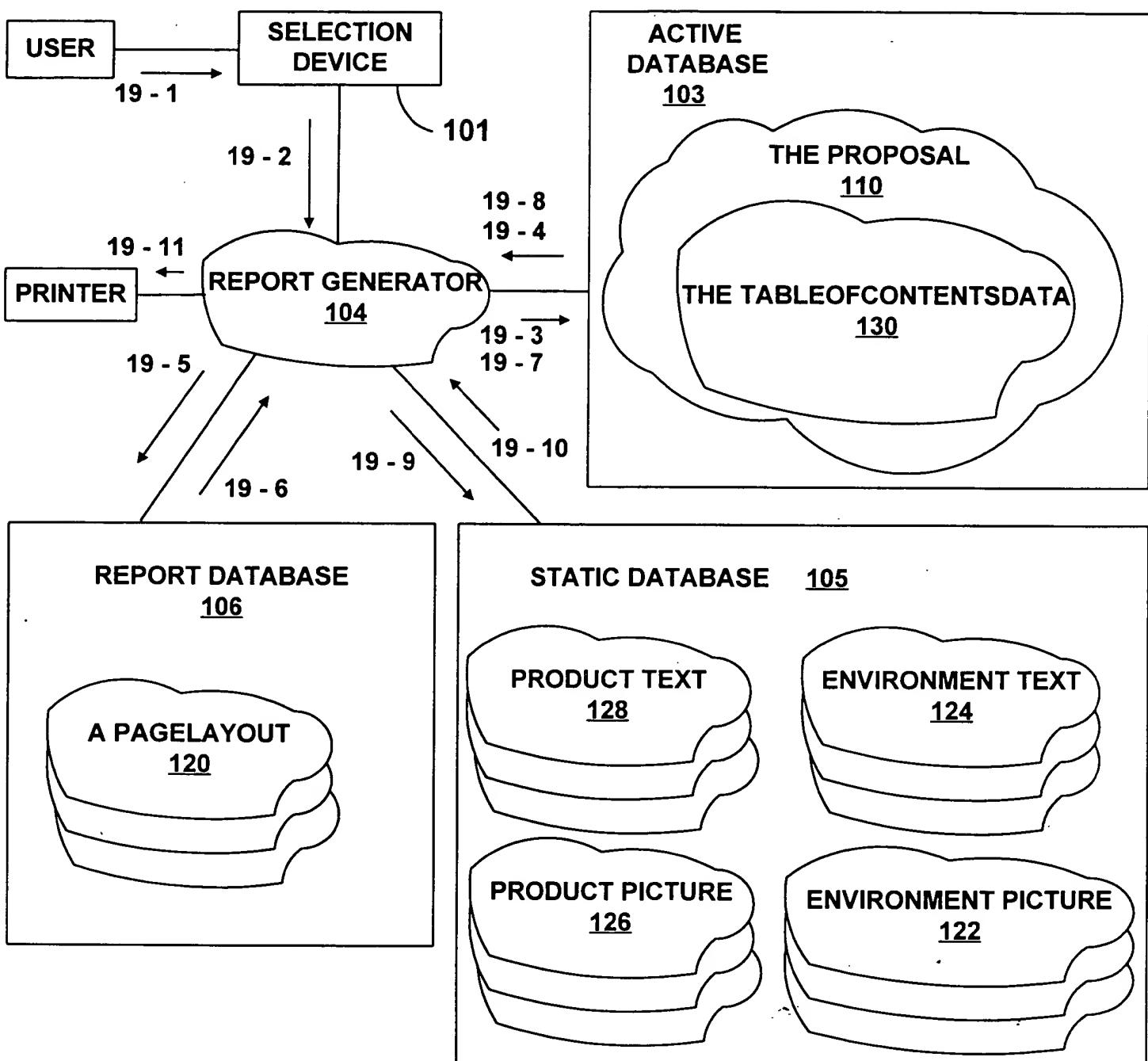


FIG. 19



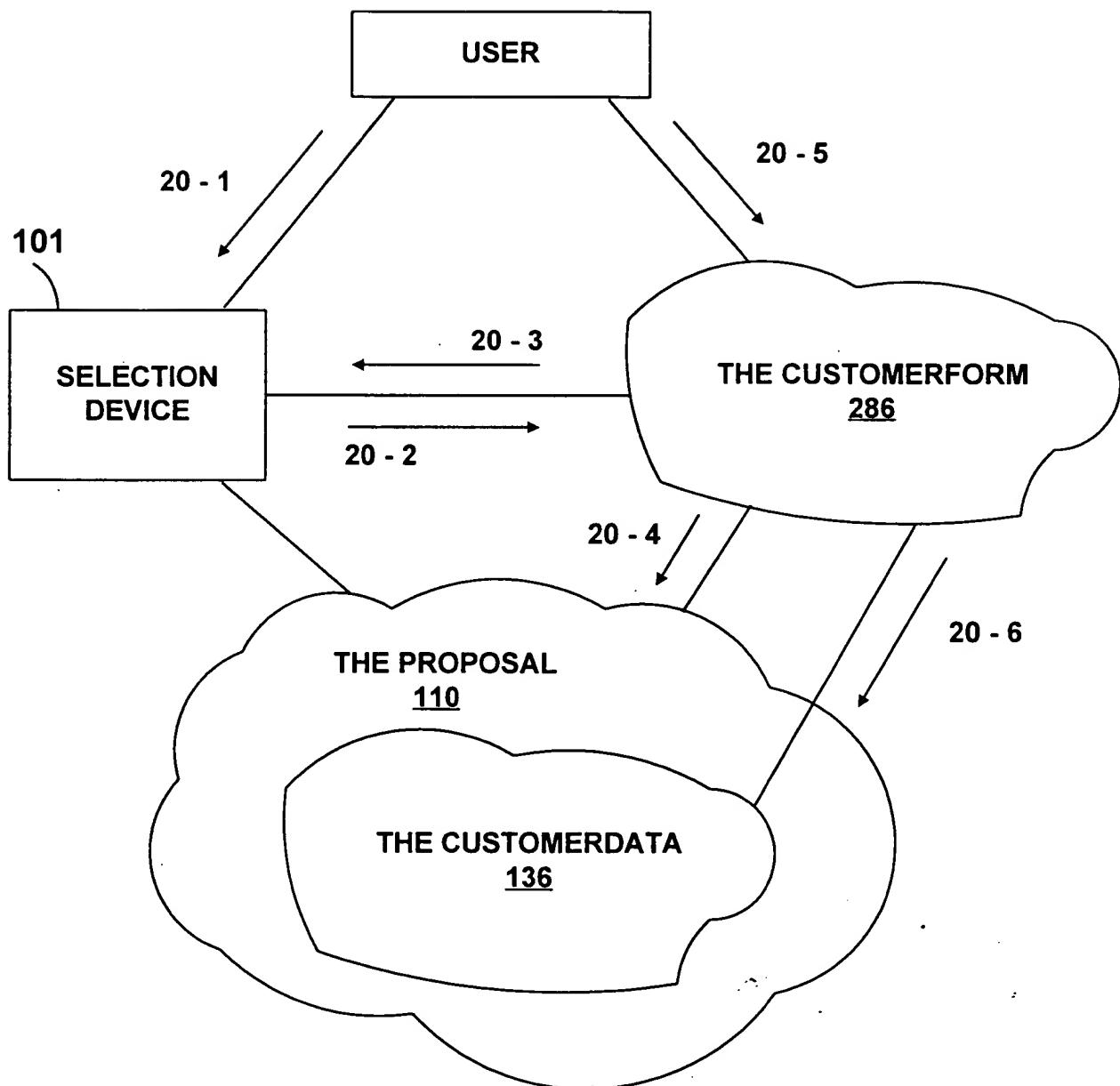


FIG. 20

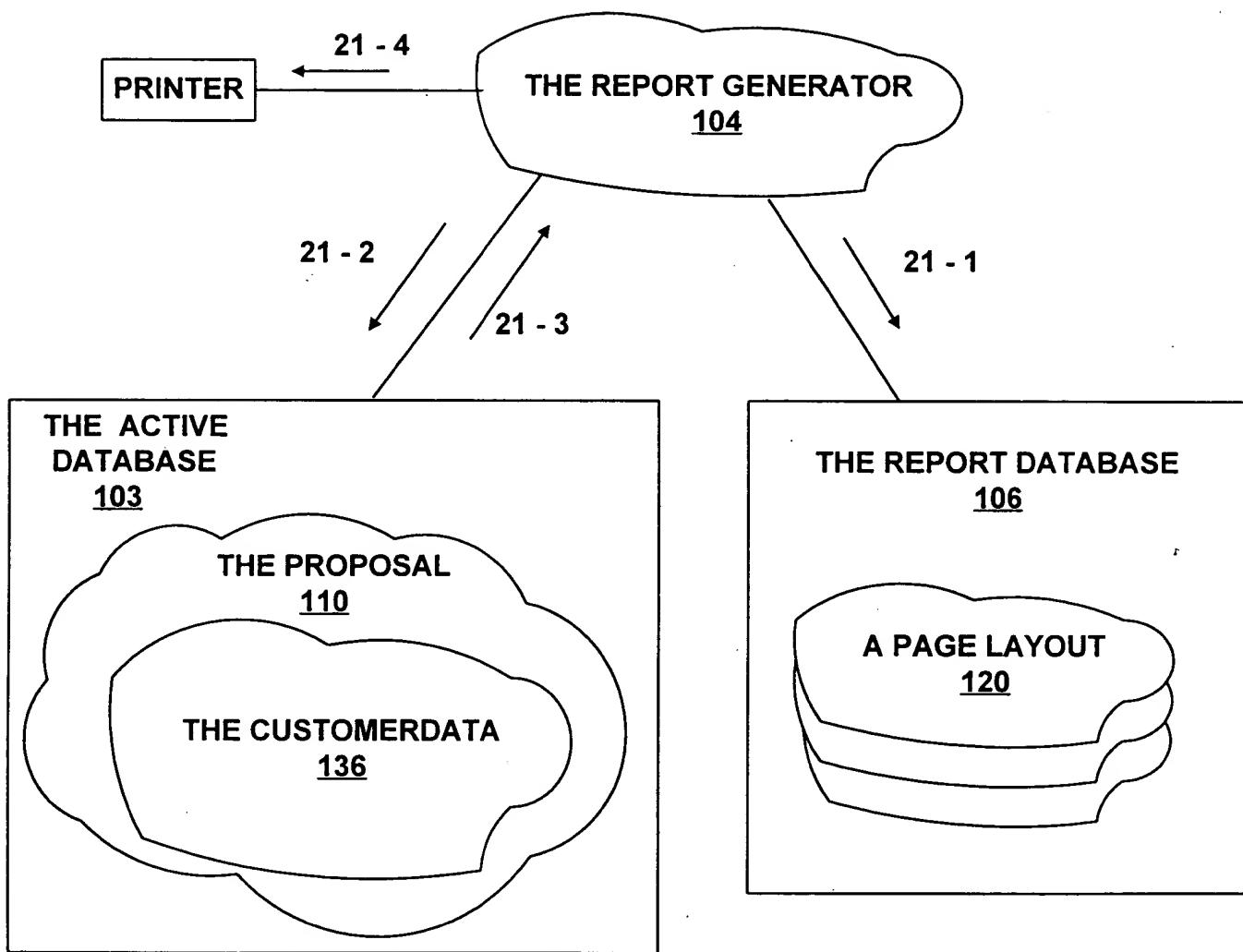


FIG. 21

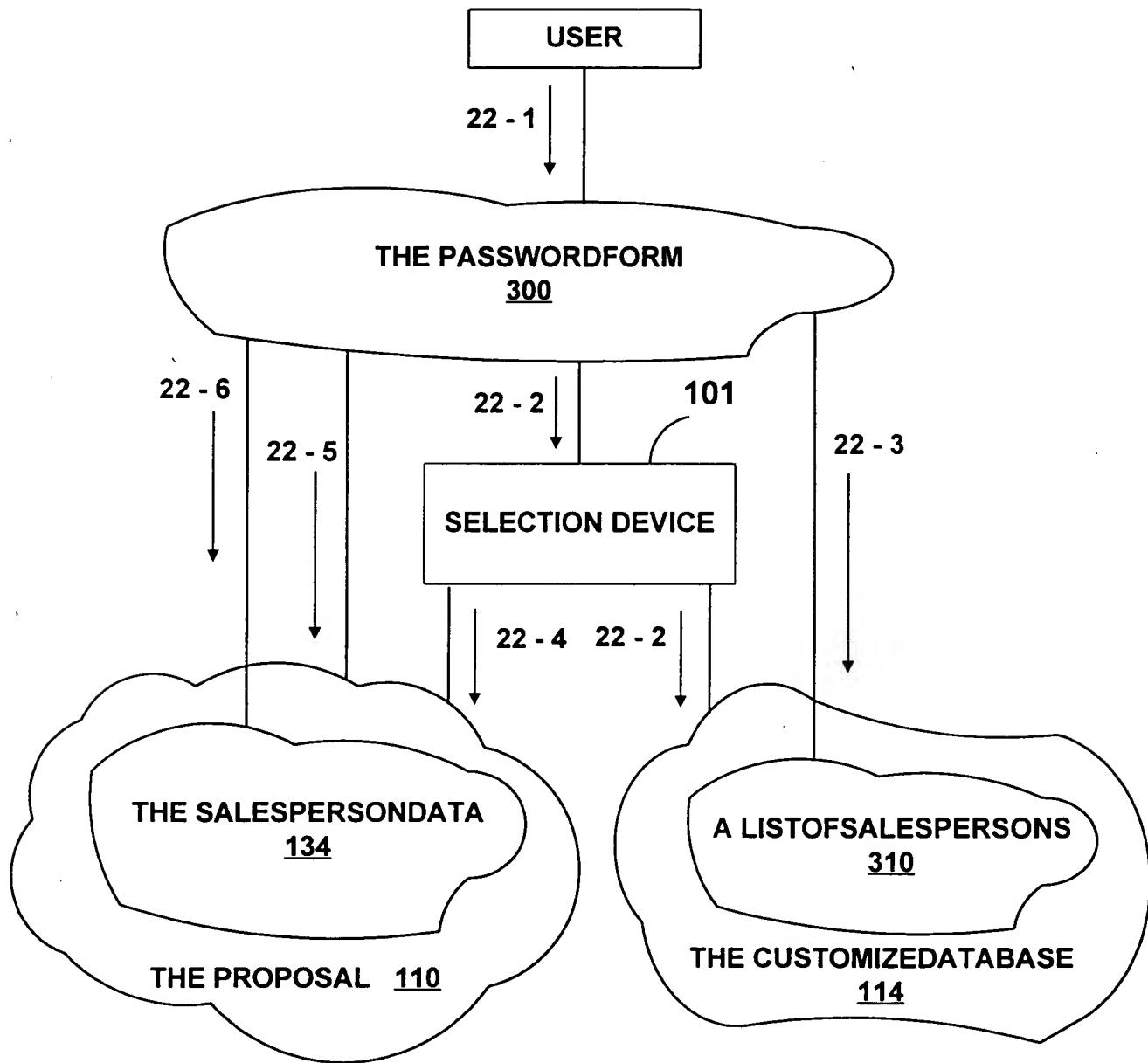


FIG. 22

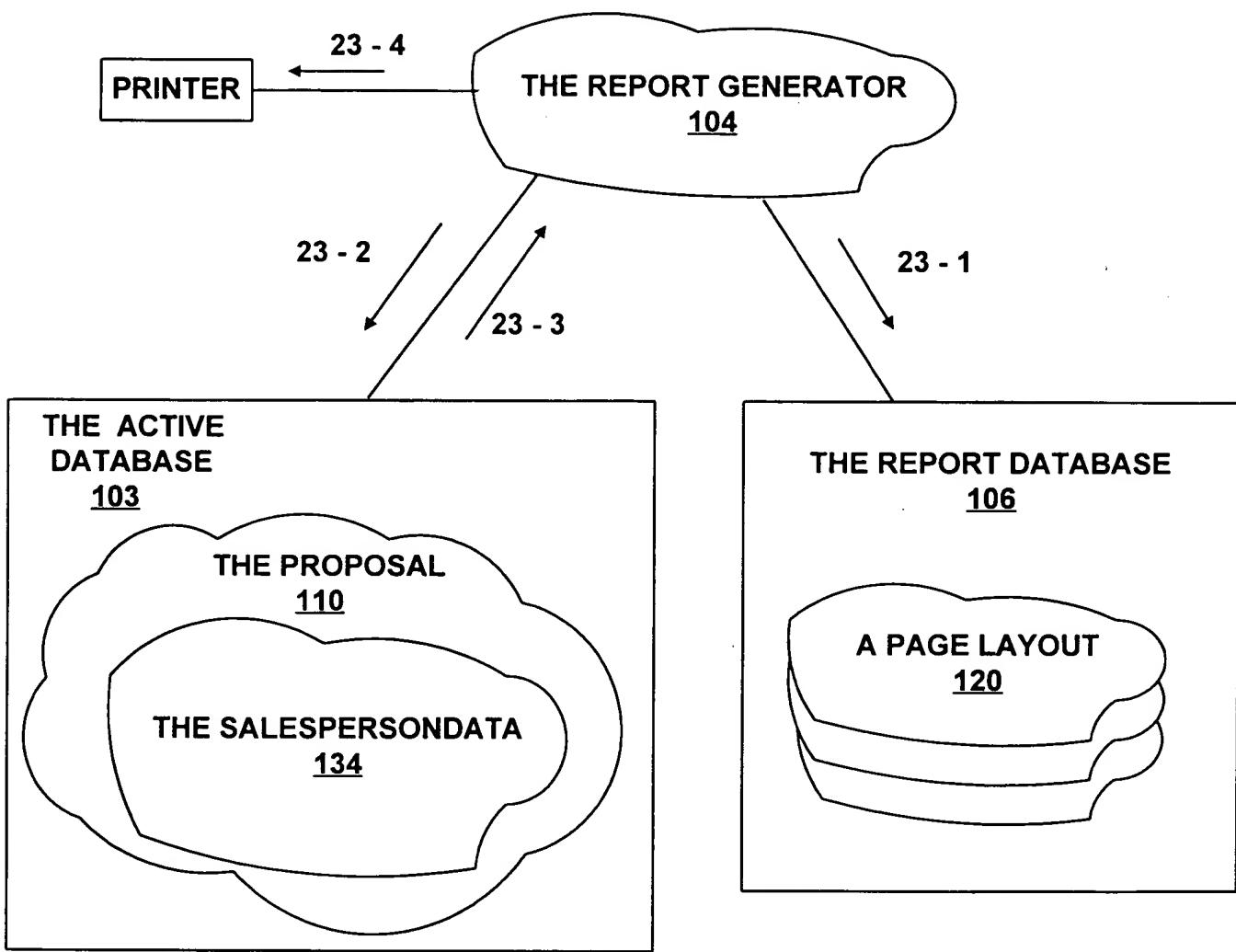


FIG. 23

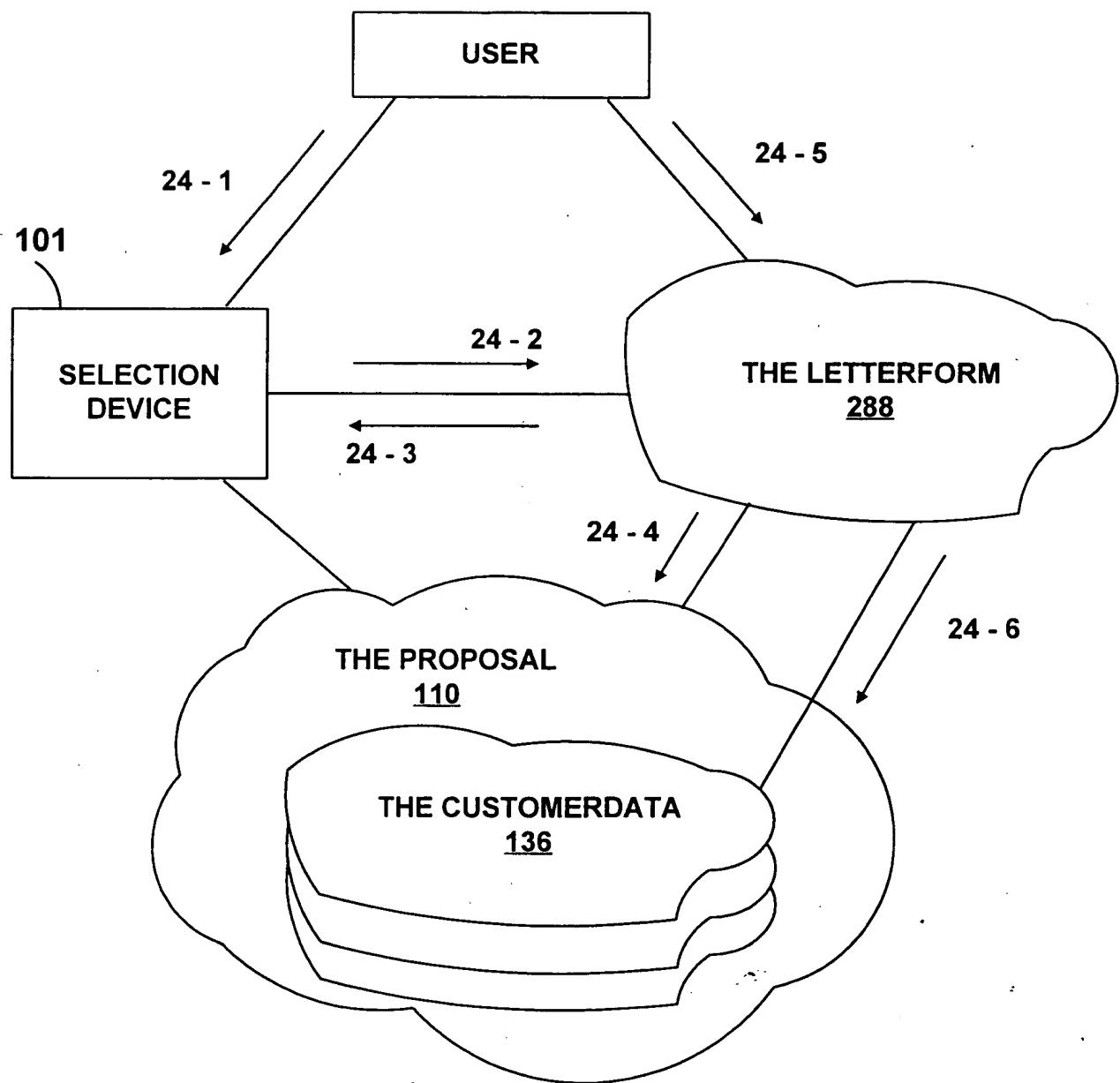


FIG. 24



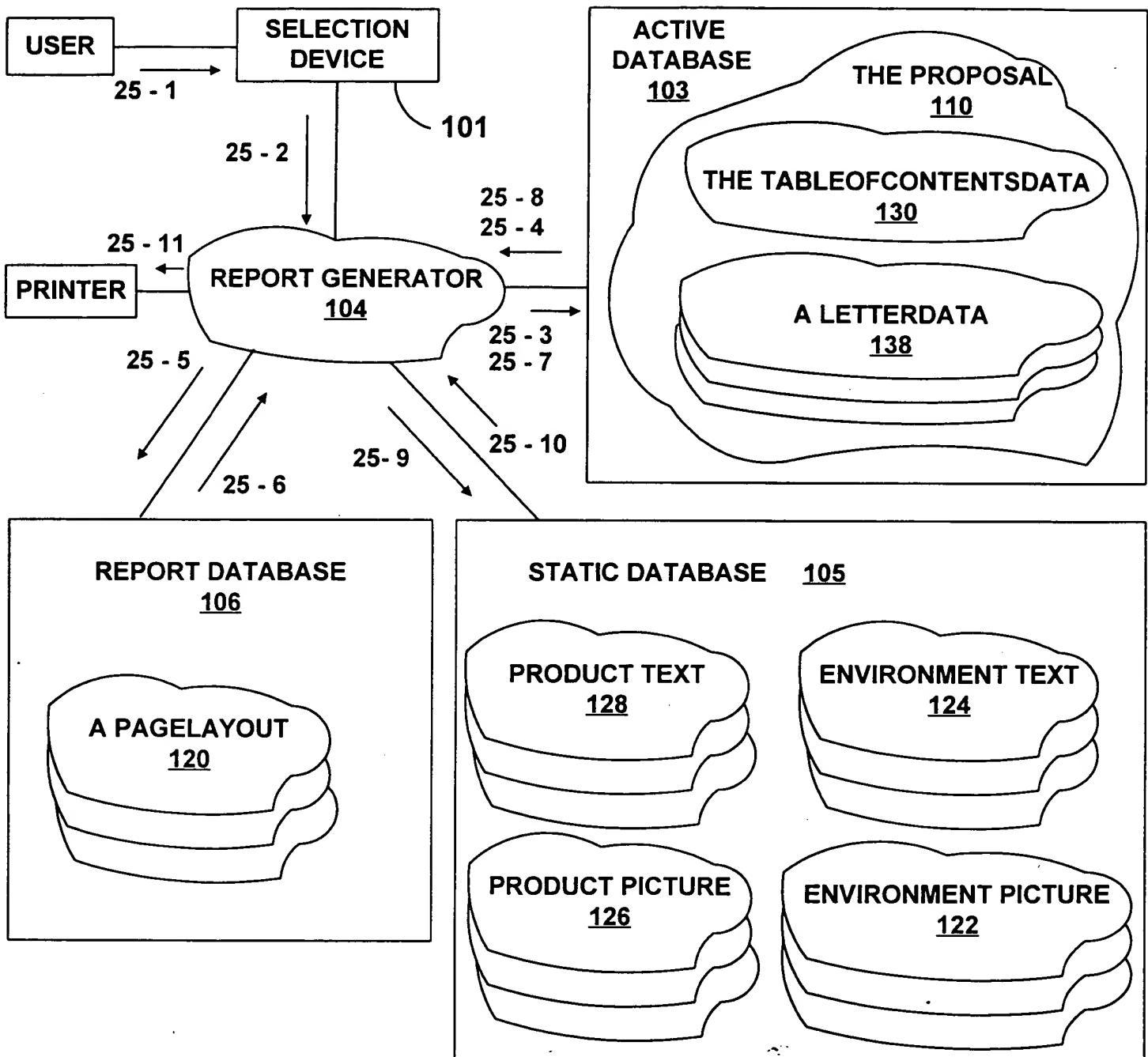


FIG. 25



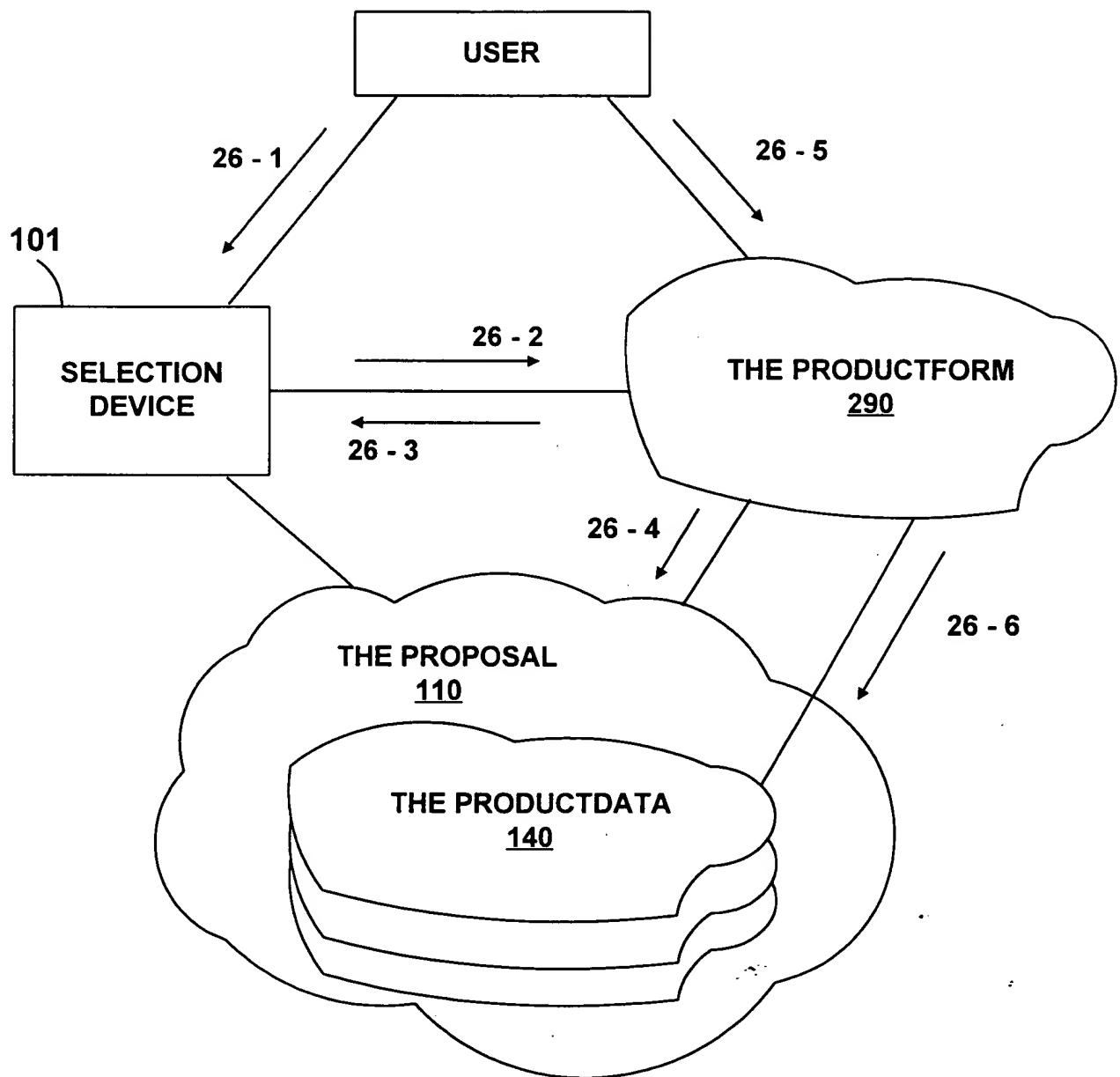


FIG. 26

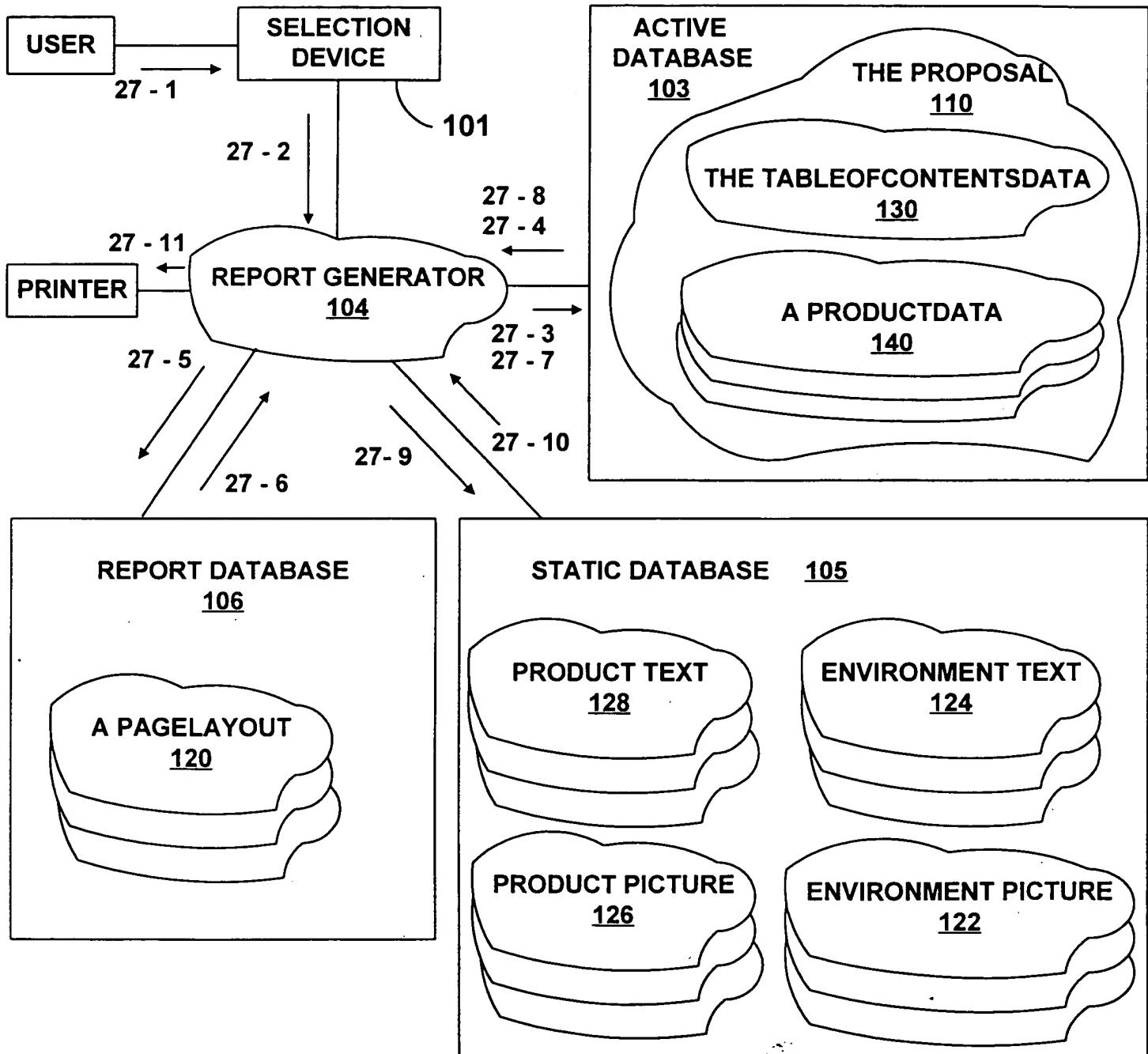


FIG. 27

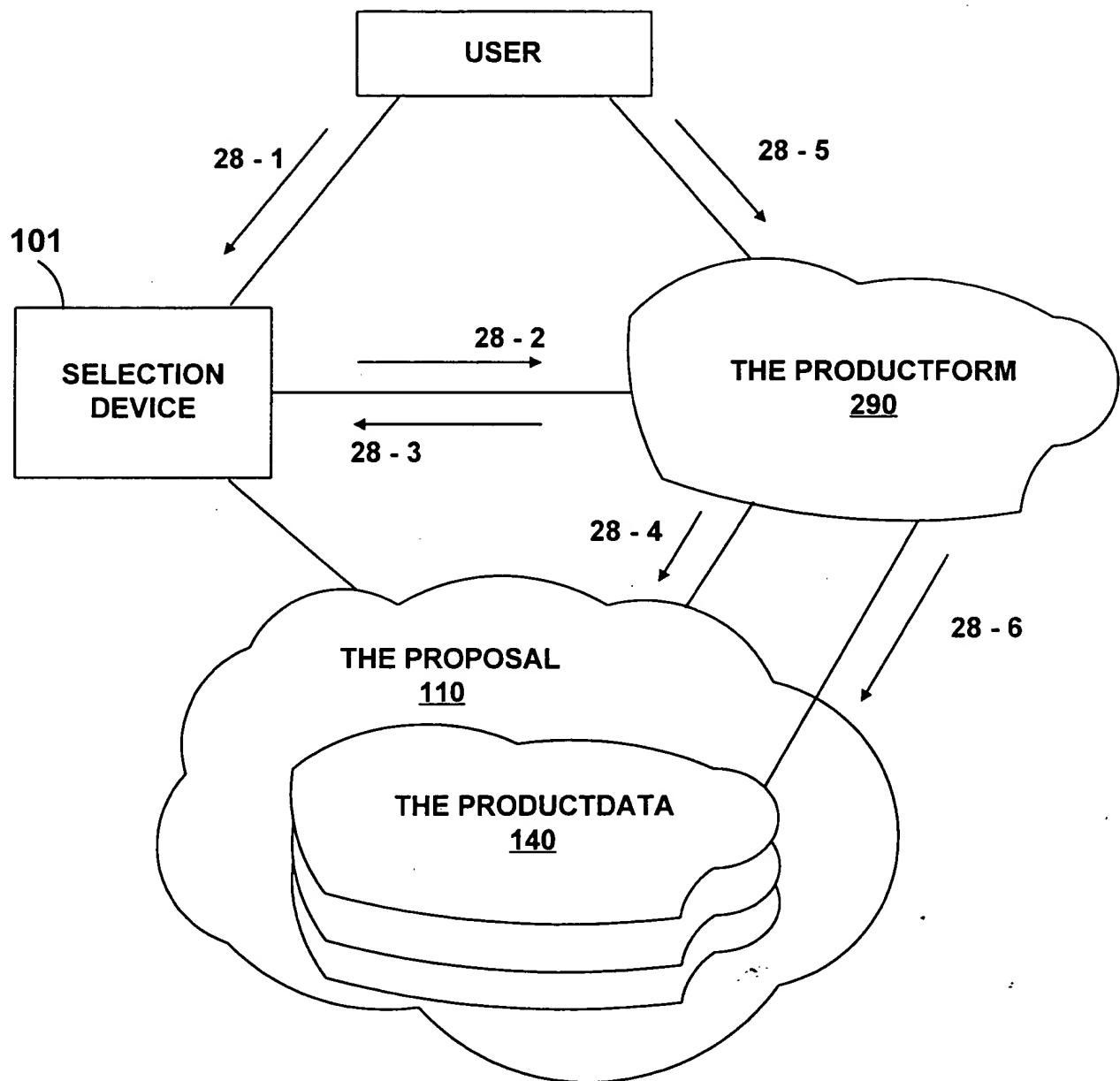


FIG. 28

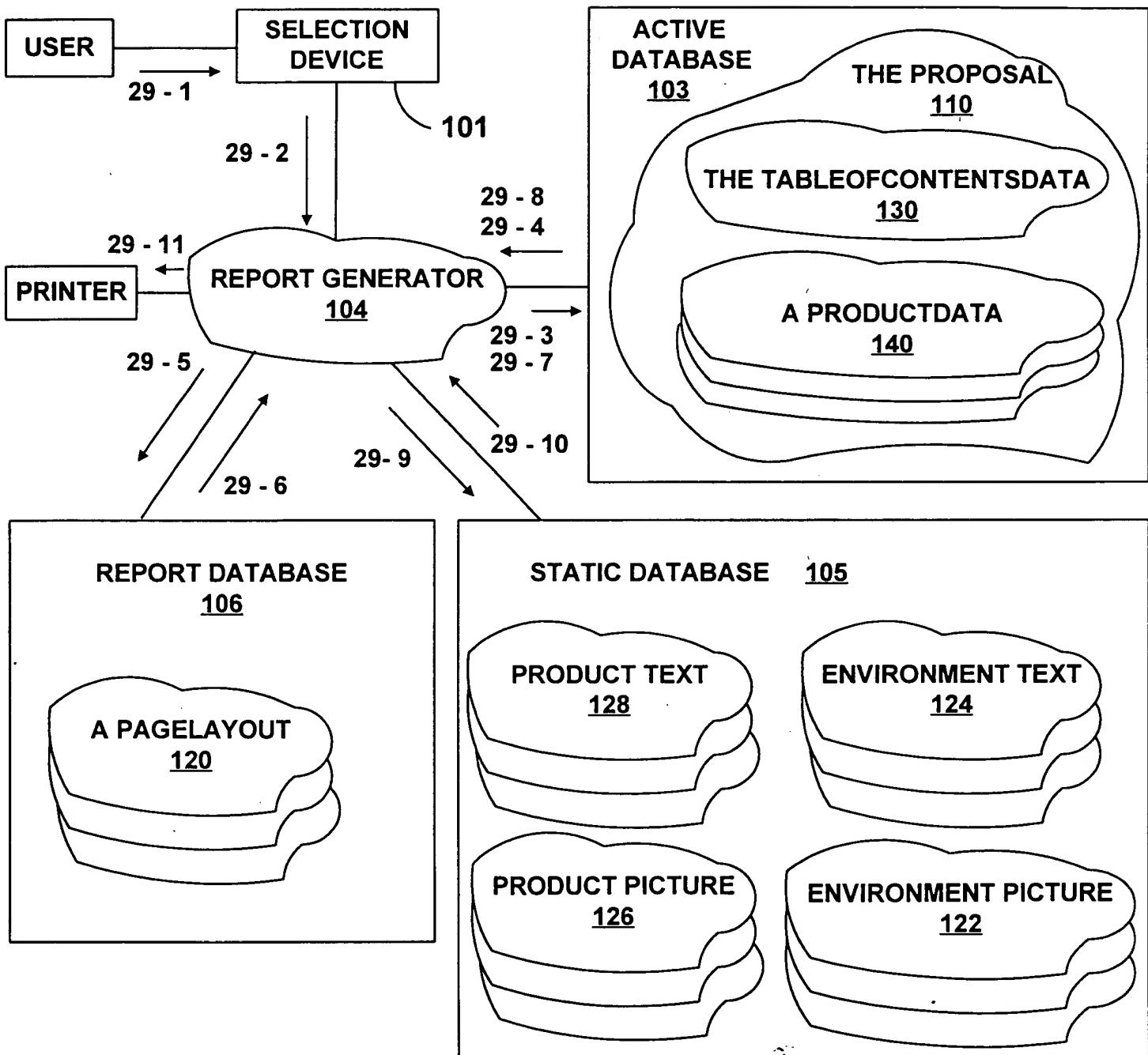


FIG. 29

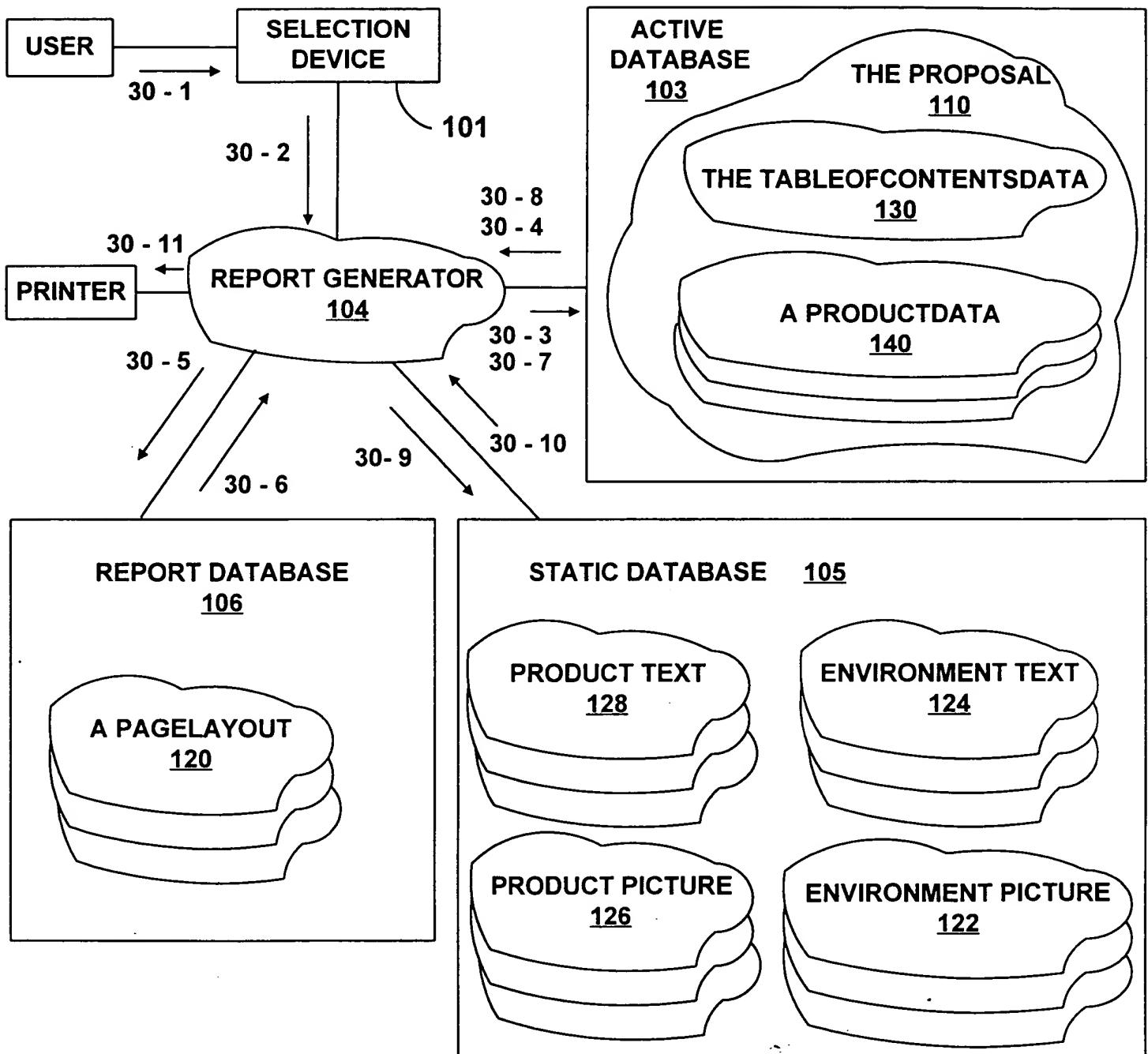


FIG. 30

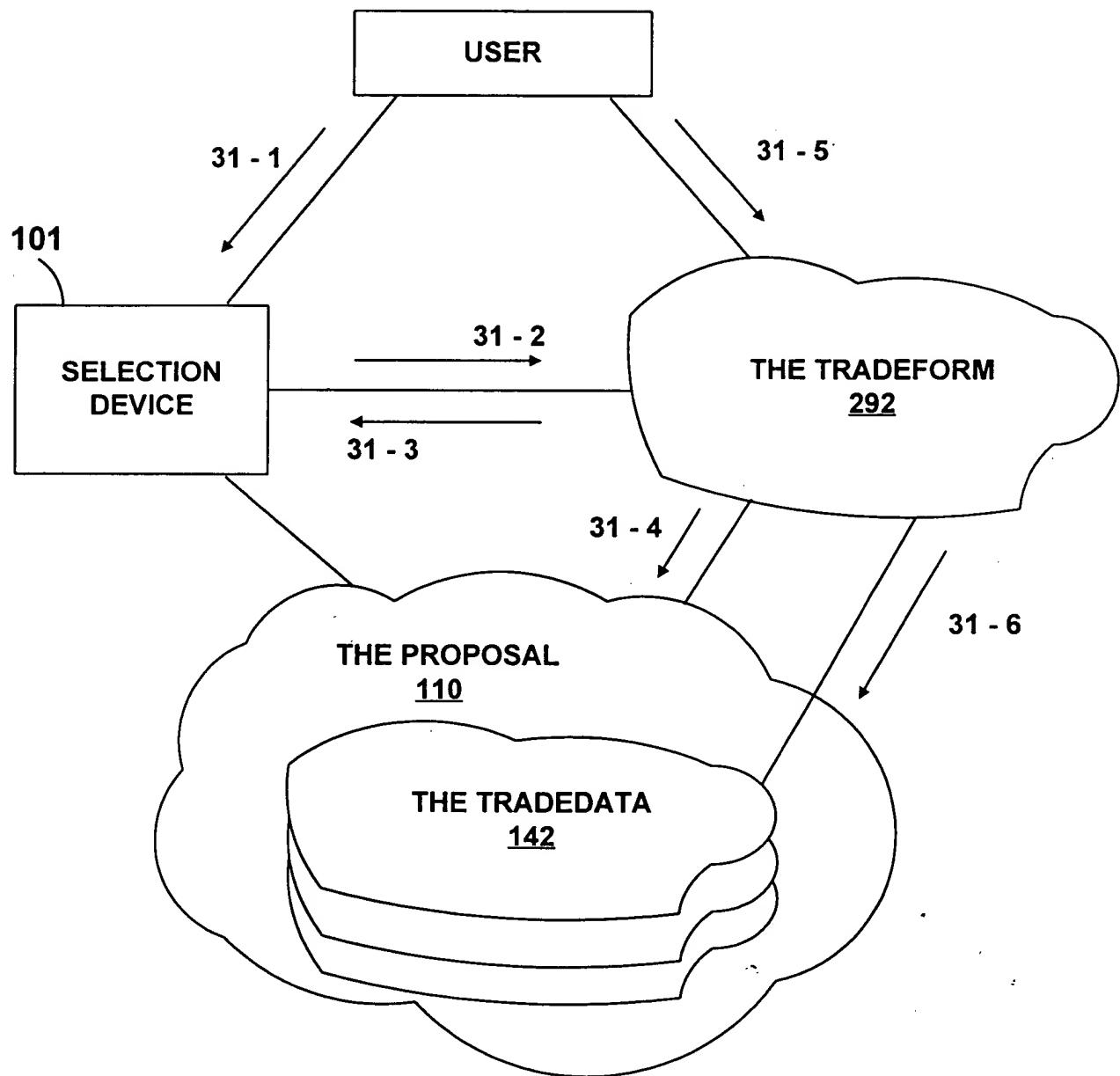


FIG. 31



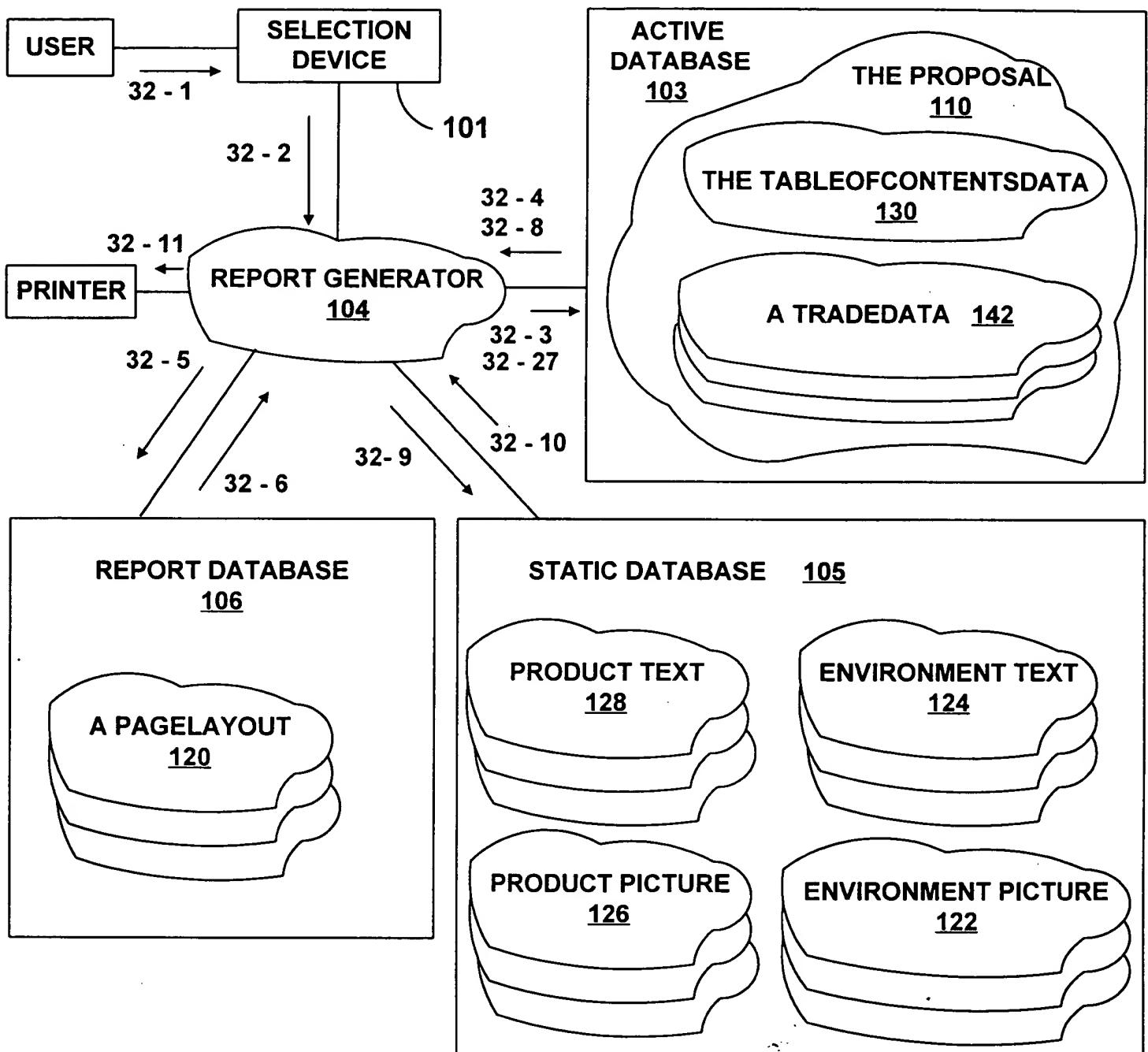


FIG. 32

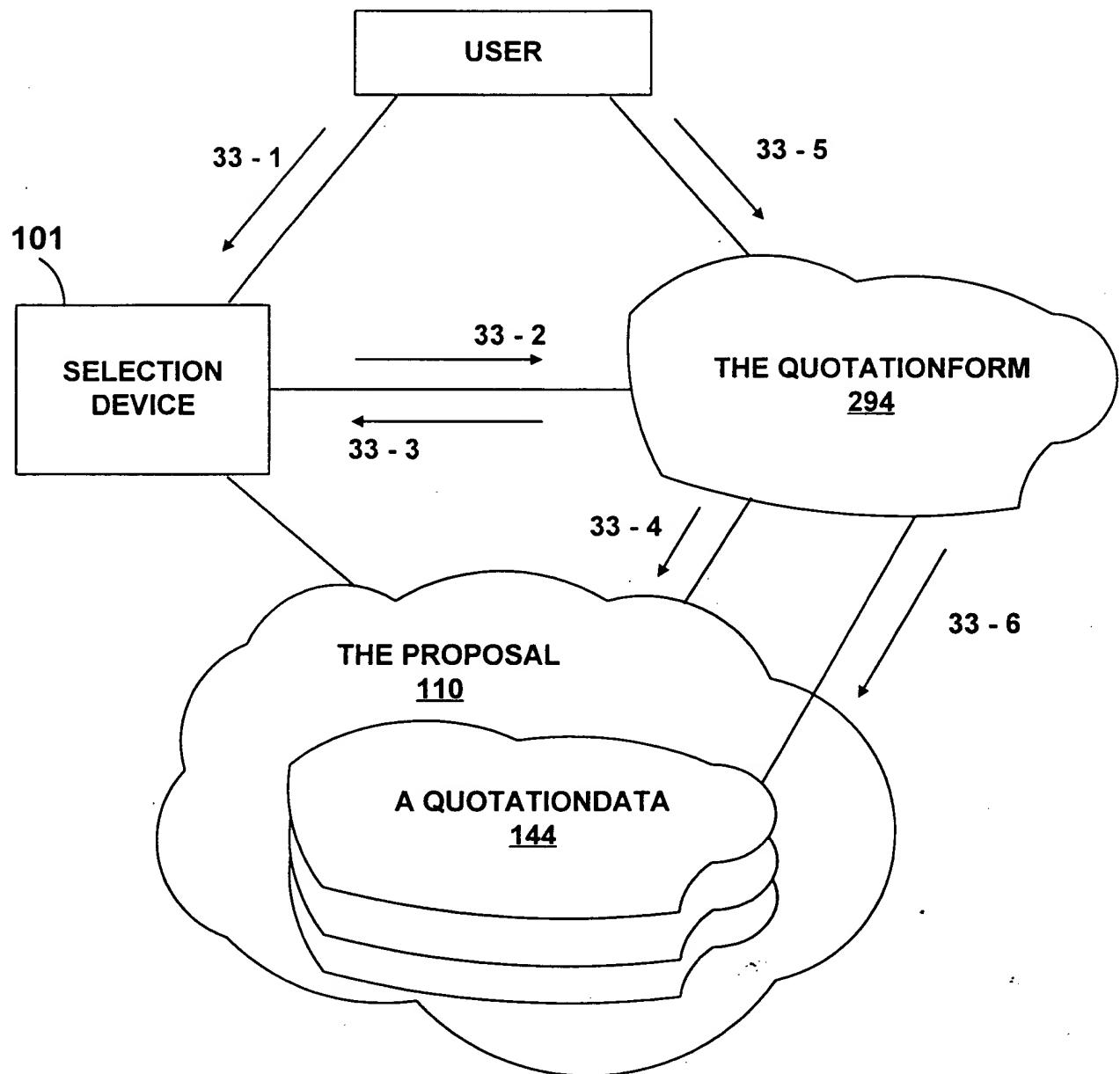


FIG. 33



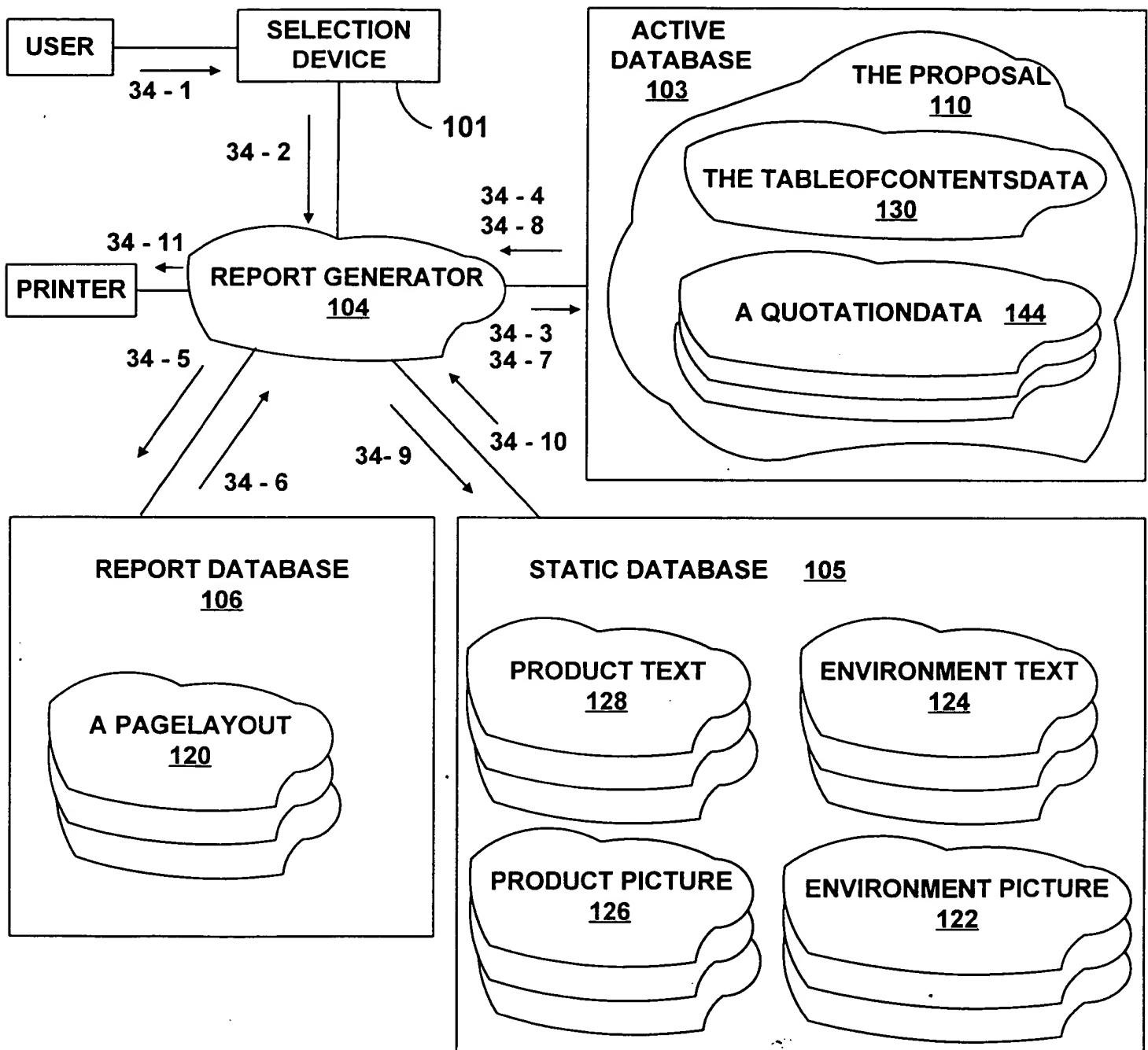


FIG. 34



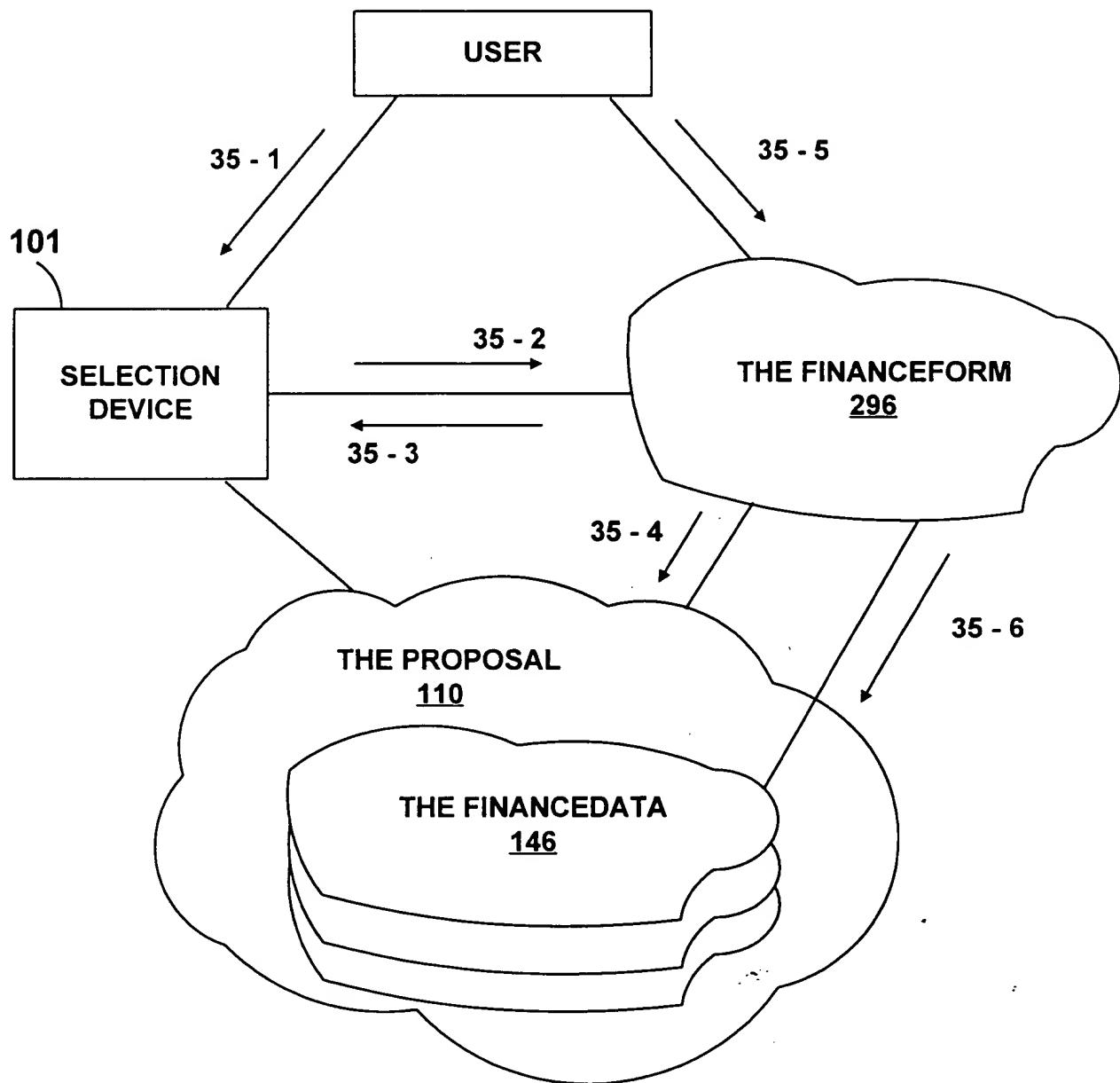


FIG. 35

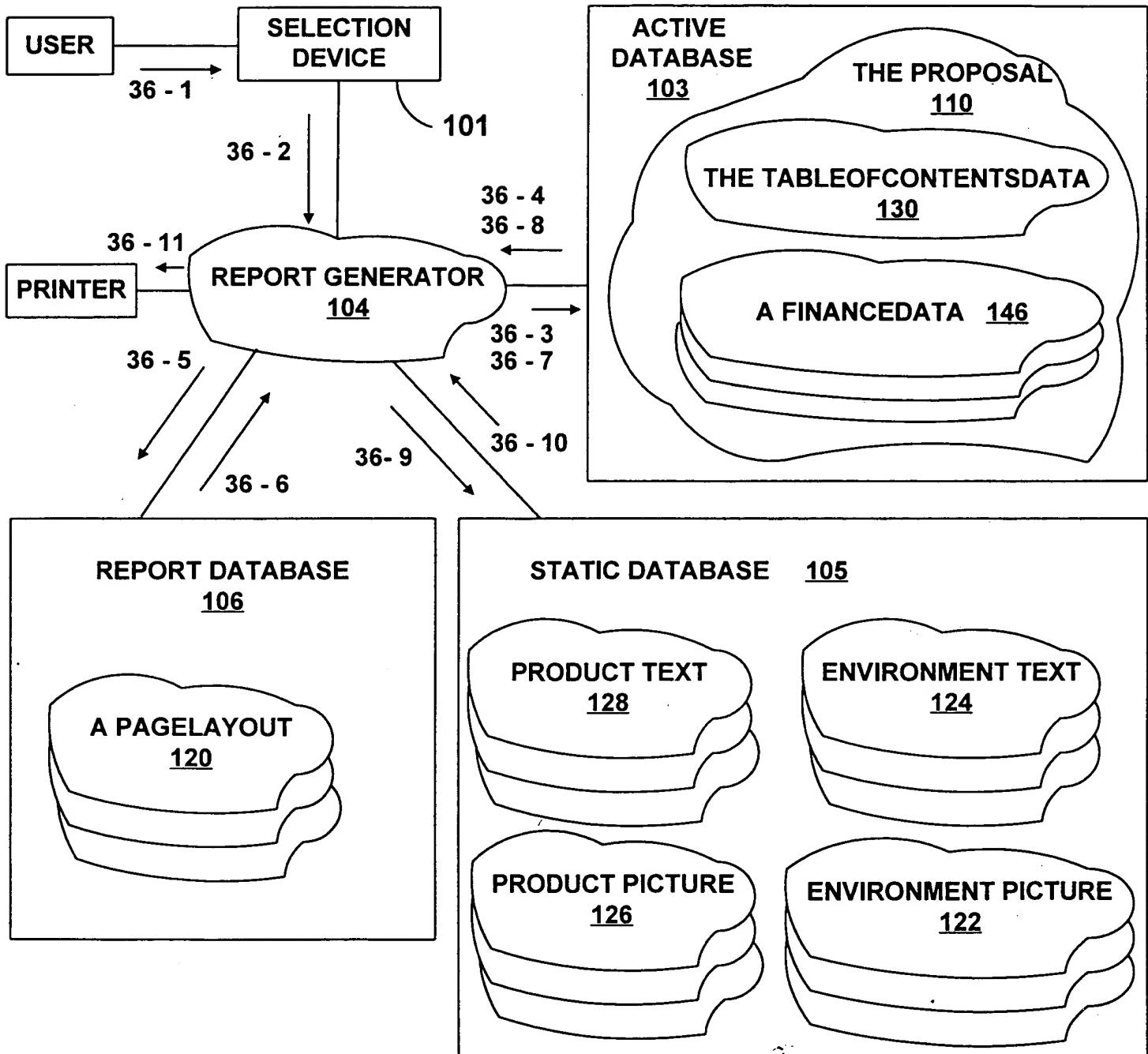


FIG. 36



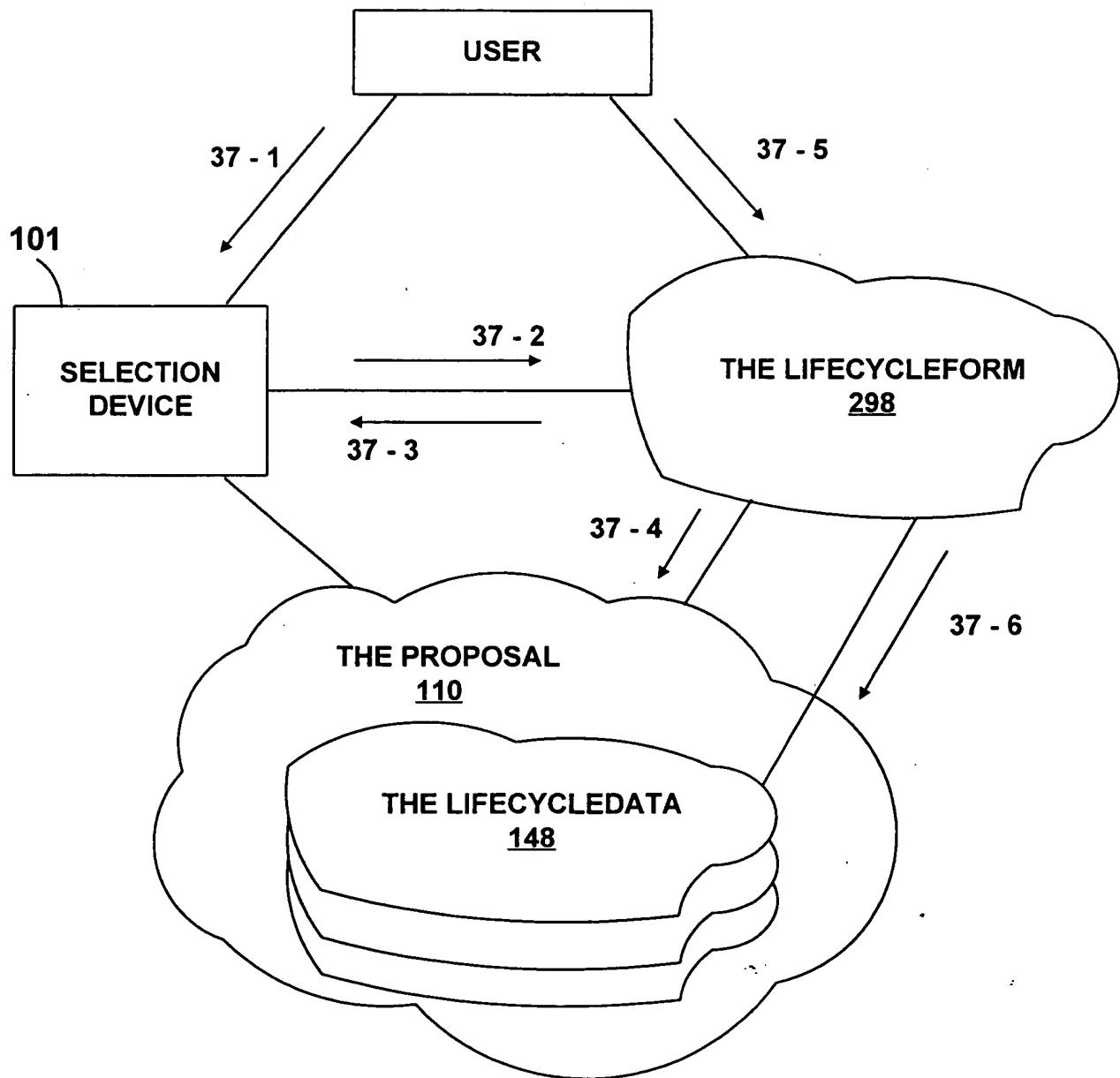


FIG. 37

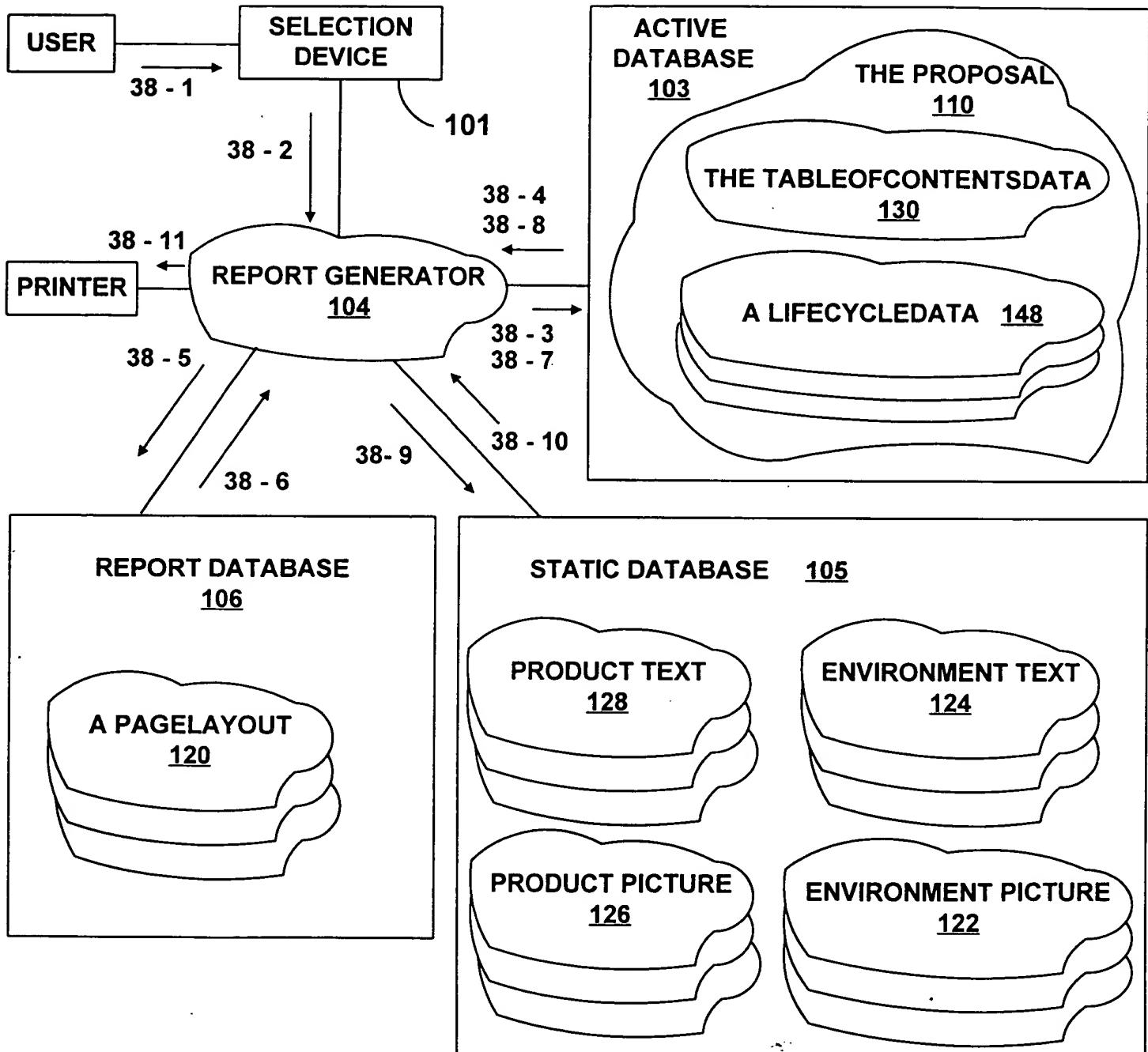


FIG. 38

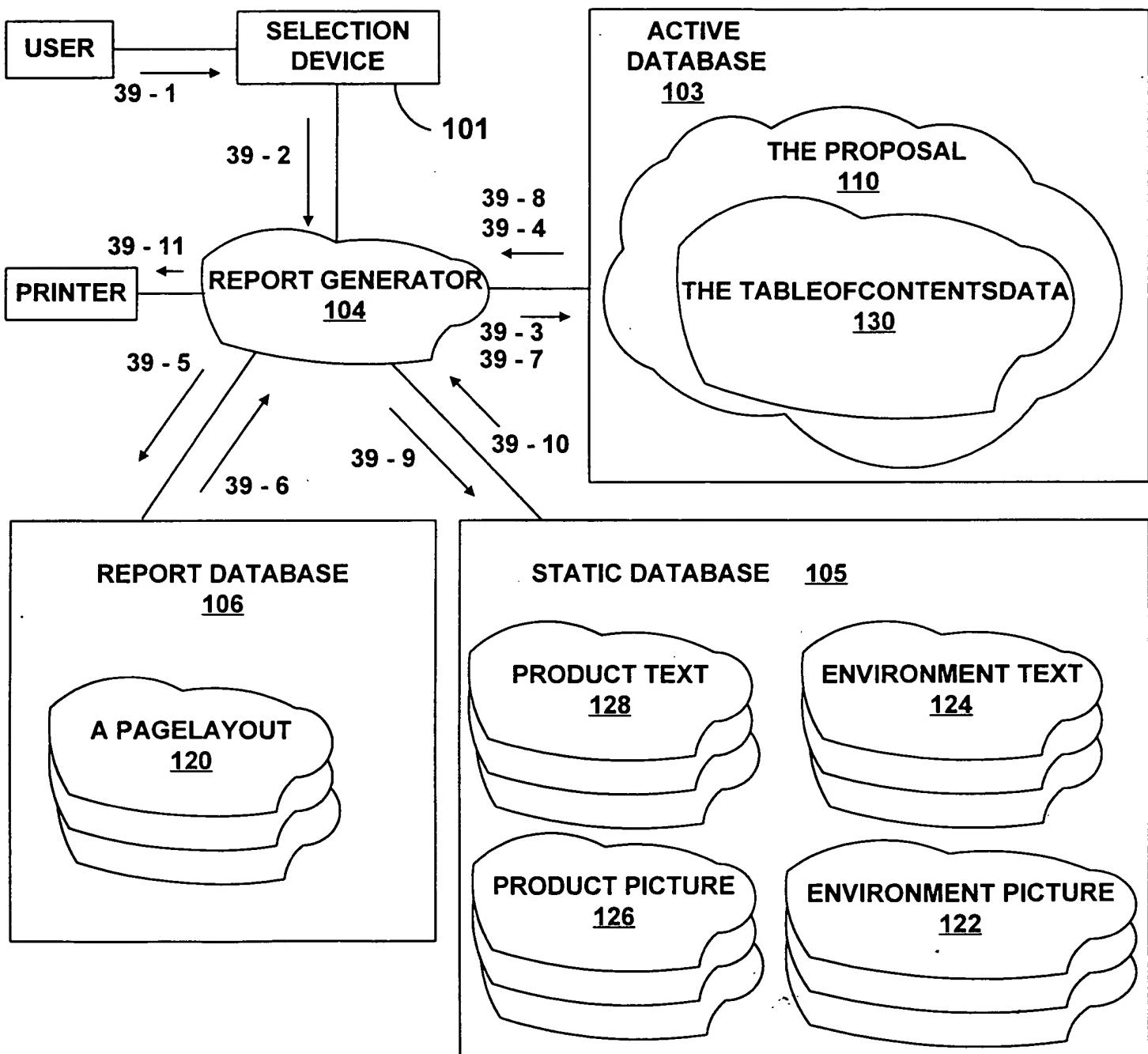


FIG. 39

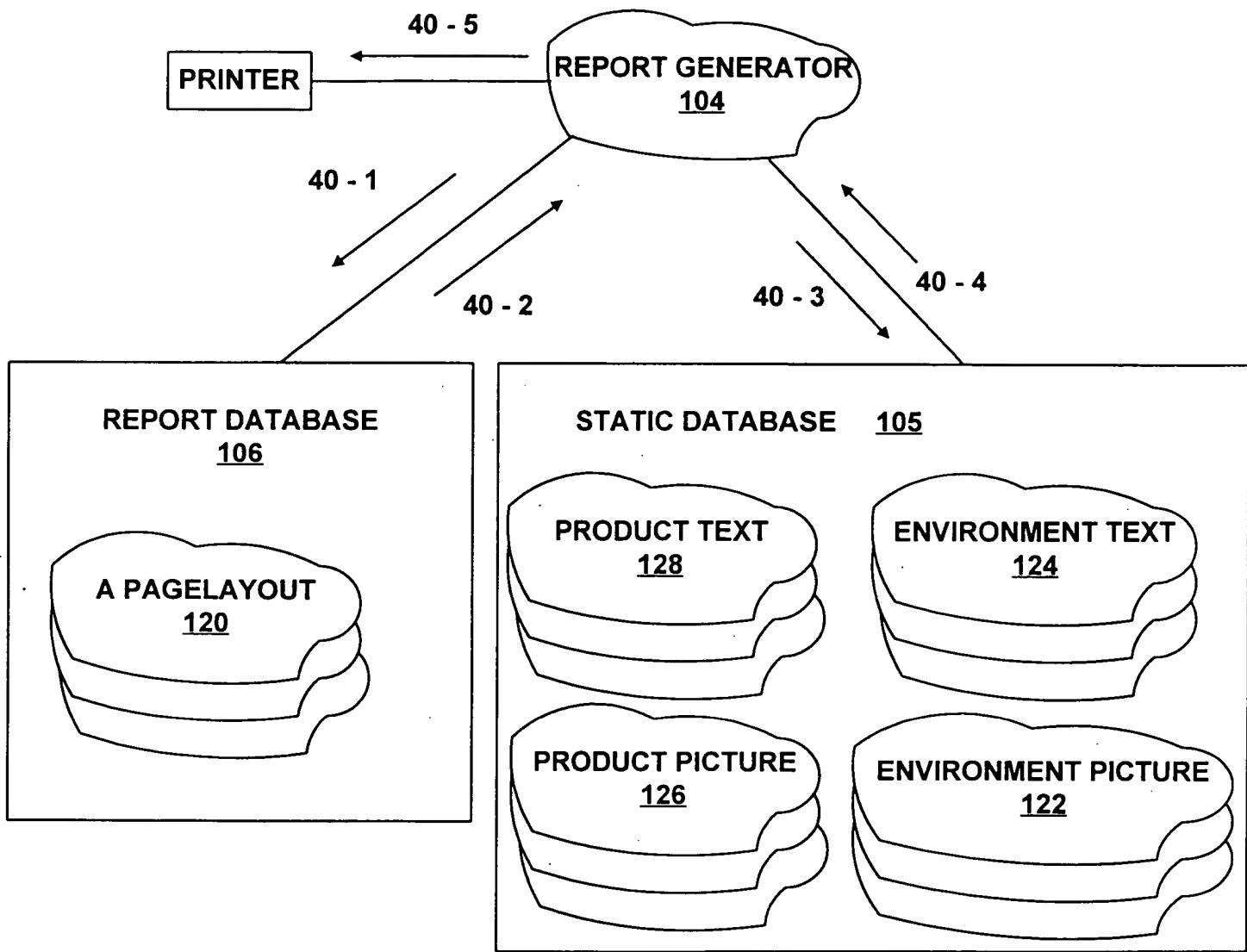


FIG. 40



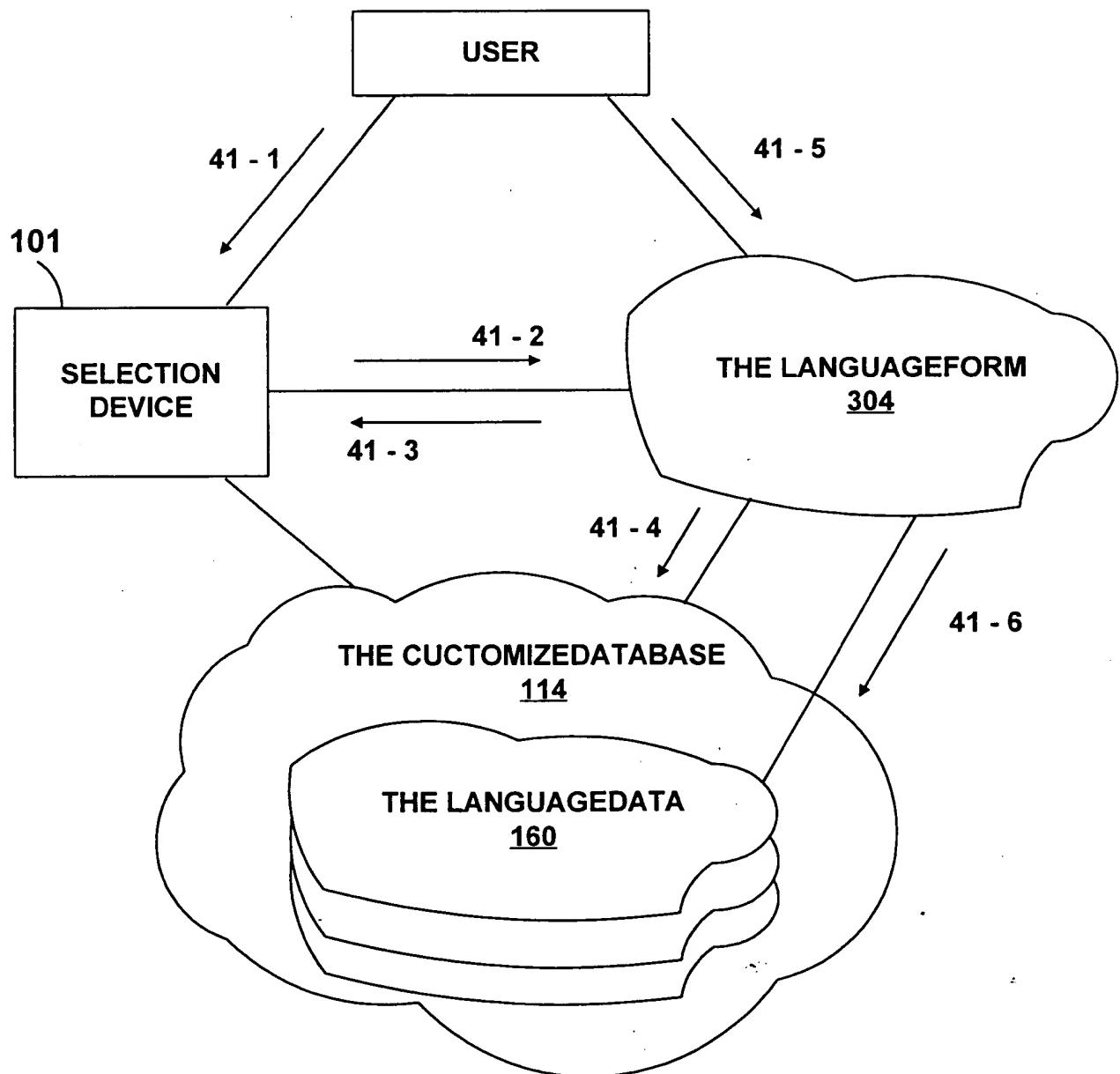


FIG. 41

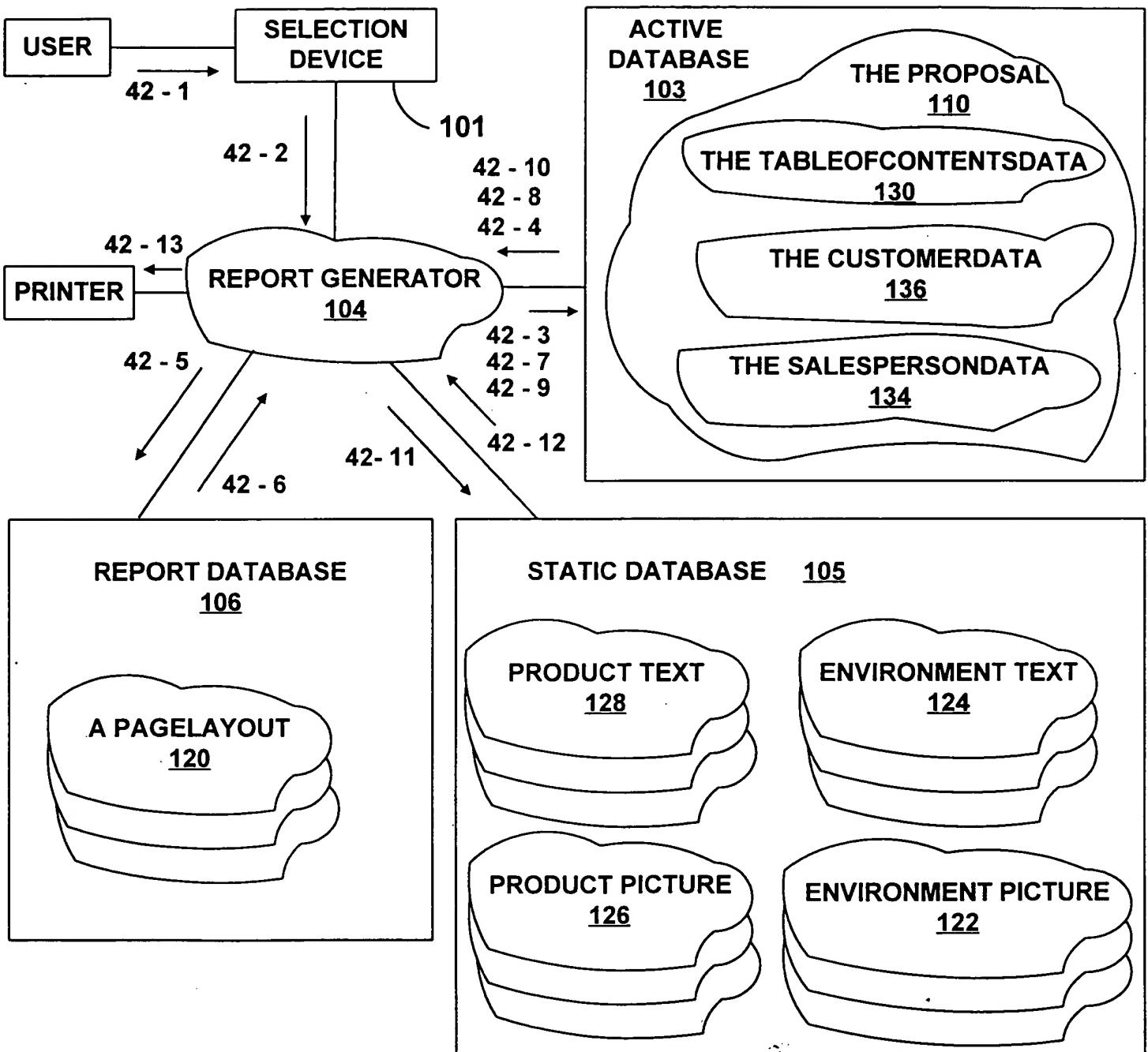


FIG. 42